

LEATHER SHOES

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The International Shoe and Leather Weekly



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GOODYEAR welting

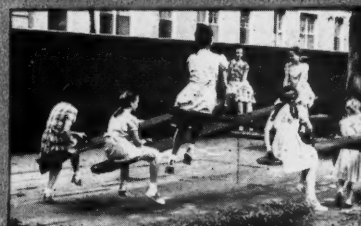
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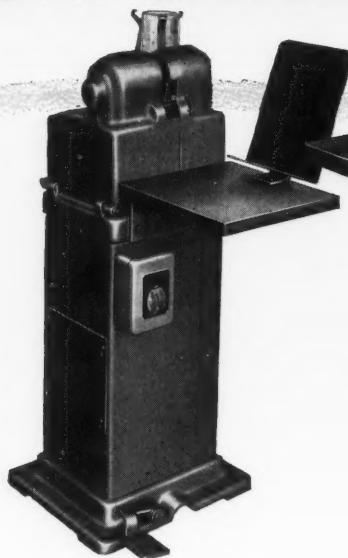
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Hand work cannot as rapidly achieve such uniform quality as in the edge produced by this machine with its rotary iron. Speed adjustable for proper feeding of variety of materials, thicknesses and patterns. Heat for iron is rheostat controlled.

LETTERS TO L&S

This column invites the opinions of all L&S readers.

L&S More Readable

I've studied with great interest the new format of "Leather and Shoes" and am writing to extend congratulations on the more modern look in both layout and type. I think your magazine is much more readable, and therefore more interesting. Best wishes for your continued success.

MAXWELL FIELD
Executive Vice Pres.,
New England Shoe
& Leather Assn.

Hits Vital Target

Your article, "Leather Preferred Isn't Enough," in the August 26 issue, certainly hits a vital target. It's one thing to have pride and confidence in your product, but quite another to sell it. We tanners have been so saturated in processing techniques that we've sacrificed a lot in merchandising effort. It's time we awoke to the fact that this is a *selling* age. Sure, a lot of shoe manufacturers say they prefer my leather, but it's discouraging to see them *use* some other type of material.

WISCONSIN TANNER

Preparedness Committee

I, for one, go whole hog in what you have to say in your Aug. 26 editorial about preparedness against Communist sabotage in our industry. We are howling for military preparedness, yet we are doing nothing ourselves to defend against possible sabotage in the back yard of our own industry. I think it's high time the shoe and leather industry set up a "Preparedness Committee" designed specifically to establish defenses against possible acts of Commie sabotage.

MASSACHUSETTS TANNER



LEATHER and SHOES

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IN THIS ISSUE

FEATURES

SHOE FACTORY WORK SIMPLIFICATION	9
THE INTERNAL SURFACES OF LEATHER, By William T. Roddy	11
NEW DEVELOPMENTS	12

THE NEWS

CIO TO FIGHT LEARNER RULING
BEN GOLD RESIGNS FROM COMMUNIST PARTY
SHOE WORKERS TO SEEK PAY HIKE, PENSIONS
SHOE CHAIN PROFITS UP 3.1% IN FIRST HALF YEAR
ARMY SEEKS RUBBER SOLES, SHOE MACHINES

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HOW PERRY-NORVELL CO. USES CUSHION CORK to add extra resilience to the "Educator" shoe

* The illustration above shows how the Perry-Norvell Company, of Huntington, W. Va., uses Armstrong's Cushion Cork® to make the Educator shoe more restful and comfortable.

In this welt shoe, $\frac{1}{16}$ -inch pads of springy Cushion Cork are placed under both the heel and ball of the foot. This construction provides resilient support where it does the most for foot comfort.

Armstrong's Cushion Cork is made of thousands of cork particles suspended in a sponged binder. It's

so light and resilient that underfoot it gives the wearer the luxurious feeling of walking on soft turf. Because Cushion Cork won't bunch or mat down, this comfort lasts for the life of the shoe.

Cushion Cork in any shoe means more comfort—the kind of comfort customers are demanding today. Use it as a filler piece, insole cushion, platform, or die-cut insert. Write for samples to Armstrong Cork Co., Shoe Products Dept., 8809 Arch St., Lancaster, Pa. Available for export.



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U.S. JUSTICE—MORE GUMS THAN TEETH

We have as many holes in our heads as in our laws

BEN GOLD, president of the Fur & Leather Workers Union, has just "resigned" from the U. S. Communist Party in order to comply with the Taft-Hartley law requiring labor union leaders to sign a non-Communist affidavit. But according to the *Daily Worker*, mechanical voice box of the Communist Party, "Gold at the same time made it clear that he did not abandon the convictions gained in nearly 30 years of membership in the Communist Party."

Gold himself states, "I have resigned from the Communist Party, but I do not give up my belief in true democracy. I have complied with the Taft-Hartley law as directed by my union, but I shall continue to fight for repeal of this slave labor law. . . . The Congress of the U. S. denied me my constitutional right to belong to the Communist Party and at the same time hold office in a trade union. I belonged to the Communist Party because I have known it to be the working class party in America. The monopolists, bankers and profiteers have their own political parties which control the government. . . . Our union is now compelled to comply with this law in order to defend our organization and the conditions of our members against the raiding, wrecking and strike-breaking activities of the treacherous top officials of CIO and AFL."

Teeth Kicked Out

Ben Gold, no longer "officially" a Communist but no less intense a believer and follower of Communist doctrine, has given another demonstration of how to kick out the loose front teeth of America's weak defense against domestic Communism. Nor is he the first. Other Communist-line labor leaders such as Max Perlow of the United Furniture Workers, and Donald Henderson of the Food & Tobacco Workers, also "resigned" from the CP to sign T-H law non-Communist affidavits and thus be eligible to work with the National Labor Relations Board.

It simply demonstrates that the

Taft-Hartley law is more gums than teeth. The loopholes in the law are disgraceful. A law designed to minimize or destroy Communist domination or infiltration in our democratic labor unions and democratic processes has thus failed in its basic purpose. The Taft-Hartley law and the National Labor Relations Board have now had Communism forced down their throat and made to swallow and digest it.

Though Ben Gold declares no intention of divorcing himself of his policies from the Communist Party line, the National Labor Relation Board, according to the law, must legally accept him as a "Non-Communist."

Throttled Justice

Take a look at our Dept. of Justice. It now has some 56 separate cases of known or suspected Commie labor officials who have signed non-Communist affidavits under T-H. Some of these cases have been "on file" since the instigation of the T-H law—and still, in so far as we know, not one case has been brought to trial. The Justice Dept. has demonstrated a remarkable impotency in these instances. Yet, for the past 30-35 years there has been a law on our federal statute books dealing with fraudulent affidavits. Why has the law never been applied in these 56 cases?

Public, government and industry laxity is most of the answer. Apathy has throttled justice. The same apathy may one day throttle American freedom.

Communist-led unions have become masters at ferreting out the flaws and holes in American law and justice. Irving Potash, until recently a vice president of IFLWU, withdrew his candidacy for office as another step to make IFLWU eligible for NLRB privileges. Yet this same Potash, one of the 11 Commie leaders convicted of conspiracy to overthrow the U. S. government, still roams free. Potash is one of 140 alien Commies who for years have been

up for deportation. Of these 140, only four have so far been deported. The poison of apathy continues to hiss a lullaby for America.

Rockabye America

The Hobbs Bill, which would empower the Attorney General to jail aliens ordered deported but not accepted for deportation by their country or origin (Harry Bridges is a case in point) has been before Congress for 11 years—without final action. By such American apathy Gerhart Eisler escaped; he now acts as an international Commie agent dedicated to U. S. destruction.

The late Julius Crane, formerly international vice president of the United Shoe Workers of America, CIO, in 1947 filed a non-Communist affidavit in compliance with the T-H law. When Crane died early this year, the Shoe Workers Section of the Communist Party printed an "In Memoriam" notice in the *Daily Worker*, mourning the loss of "our beloved comrade." They promised "to build the Communist Party" in his memory. The Dept. of Justice had not questioned his "non-Communist" affidavit in the three years it was in operation.

Isadore Rosenberg, manager of New York City's powerful District Council 13 of the same United Shoe Workers Union, CIO, has been called a "notorious Communist" by the Un-American Activities Committee. Louis Budenz, in his book "Men Without Faces," states that Rosenberg was trained at the infamous Lenin School in Moscow. Rosenberg has also signed a "non-Communist" affidavit.

Lenin laid down the law long ago when he commanded all Communists "to practice trickery, to employ cunning, and to resort to illegal methods—sometimes even to conceal the truth, to capture trade unions and destroy democracy."

Rip Van Winkle came out of his 20-year sleep to find an utterly different world. By the time we come out of ours the awakening is sure to be far more horrible.

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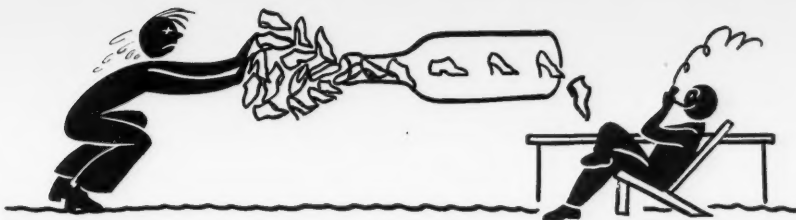
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LEATHER and SHOES

September 2, 1950



SHOE FACTORY WORK SIMPLIFICATION

Your "production flow" system may be costlier than you think

By SAMUEL W. MacLACHLAN
National Employee Relations Institute

THE hardest thing to realize in any industry is that every time something is picked up and moved, money is being expended. Yet, unnecessary and wasted motions in the shoe plant result in exactly that—throwing money away.

Every shoe company has one prime objective: to make shoes to sell for a profit. Since World War II, all factors involved in the final cost of the shoe, i.e., labor, both direct and indirect, materials, all factors of overhead, and selling costs have risen sharply and to the extent that the visible solution to profitable operations was increase in selling price.

"Auditing" Work Costs

In analyzing the factory cost structure of the typical shoe company, the two largest single items of expense are materials and labor. Astute purchasing, planning and material controls can have a decided effect on the material cost. But in this article we will deal with that phase of costs which is directly controllable within the walls of the shoe factory. The effect of the labor dollar on the ultimate cost and hence the selling price of the shoe, while being less costly than materials, has a not inconsiderable bearing on costs and could be the deciding factor as to whether the company is to be a success or a failure.

The number of man hours required in the factory to produce a

pair of shoes is controllable. Those companies who control this factor of cost to irreducible minimums are those who are going to be the survivors when competition eliminates the inefficient.

There are various ways of making an audit to determine the relative efficiency of the shoe company as relates to work simplification. This can be done department by department or by the overall picture of the entire plant. Both of these will bring into focus glaring inefficiencies, but the latter method will determine the relation between departments as well as inefficiencies within departments.

L and S

"In the shoe industry we have always been long on action and short on system. Many shoe men are by nature and by necessity, impatient of thoroughgoing investigations. Their problems come so thick and fast that the best they can ever do is pass immediate decisions.

"Can engineering help shoe manufacture? The answer is an emphatic and unqualified 'yes'."

G. B. Carson
Manager of Engineering
The Selby Shoe Co.

L and S

Flow Process Chart

The best manner of accomplishing this and to bring the details of operation into graphic view is a flow process chart of every detail of movement from receipt of raw materials to the actual storage and shipment of the finished shoe. This chart would itemize the particular part, the process, the distance traveled, the number of times the part is picked up, laid down or moved, and would show at what point of the process the part loses its identity when assembled with one or more other parts.

Taking a typical small or medium-sized shoe company, the process flow chart might be formulated in the following manner:

Record the item received in the Receiving Department, such as leather for tops, sole leather (or cut soles), lining material, heels, findings, cartons, etc. Record the movement from the truck of each item to temporary storage and the distance traveled in feet. Record all subsequent movements, enumerating each and the distance traveled from temporary storage to the elevator, into the elevator, out of the elevator to the stock room and all motions necessary to place the raw materials and findings into stock. From the stock room, each individual item will go its separate way—leather going directly to

(Continued on Page 29)



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THE INTERNAL SURFACES OF LEATHER

These are very important in determining leather's character

by

William T. Roddy

Tanners' Council Research Laboratory, University of Cincinnati

NORMALLY when we consider leather's surface we think only of those gross surfaces, the grain, the flesh, and the cut edges. Leather has also a most extensive *internal* surface which contributes to the unique character of the leather.

When we examine leather microscopically, or even look at a cut surface with a hand lens or the unaided eye, we see that the composition is very fibrous and that the fibers are arranged in a definite architecture. What we see with our eyes or through the hand lens are fiber bundles made up of thread-like fibers. These are interwoven to form a system which shows no free ends to the fibers unless they are cut to expose their cross-sectional pattern.

With the average microscope we can identify smaller fibers which are obtained by continuing separation of the larger fibers. The fiber bundle structure and the fibers of the individual bundles are shown in Figure 1. When we look at the cross-section of sole leather in Figure 1 we see that there is a definite pattern made by the fiber bundles. These fiber bundles have a high angle weave. This weave is characteristic of the bend area of sole leather.

If we make a similar inspection of the belly area we find that the angle is low, and in the shoulder area its angle is in between that of the bend and the belly area. The angle of weave is the angle at which the fiber bundles are measured in relation to the grain or flesh surfaces of the leather. When the angle is low the fiber bundles cut in the longitudinal plane are almost parallel to the grain or flesh surfaces, whereas when there is a high angle of weave the fiber bundles cross each other almost at

right angles to the grain or flesh surfaces.

While the fiber bundles show different patterns of weave in various areas of a side of leather, when examined with a microscope the individual fibers that go to make up the bundles are the same irrespective of the location from which they come. The fine structure of the individual fibers cannot be distinguished by the average microscope.

With the use of the electron microscope it is possible to identify the finer structure of fibers. The fibers are made up of fibrils which are

thread-like structures of about 800 Angstrom units in thickness. These fibrils are parallel patterns of collagen molecules. Collagen is a long-chain molecule of a similar shape to the molecules of other fibrous proteins such as silk, fibroin, and keratin.

Fibrils

The fibrils have widths primarily of the order of 500 to 1000 Angstrom units (.000002 to .000004 inch). The fibrils possess alternate light and dark bands due to areas

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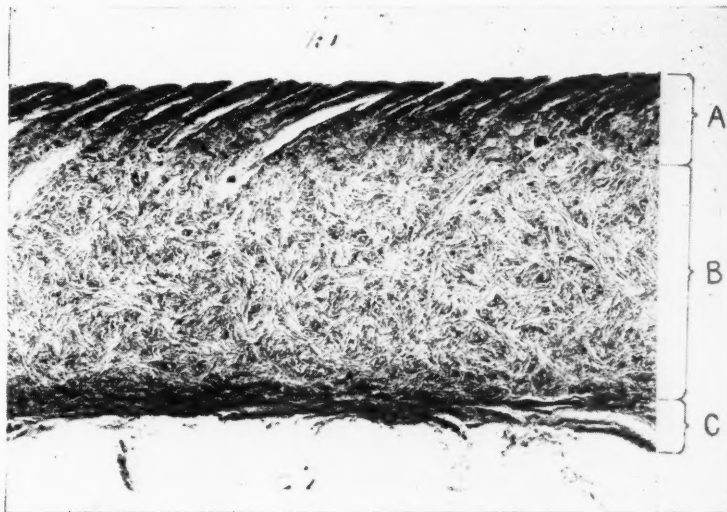
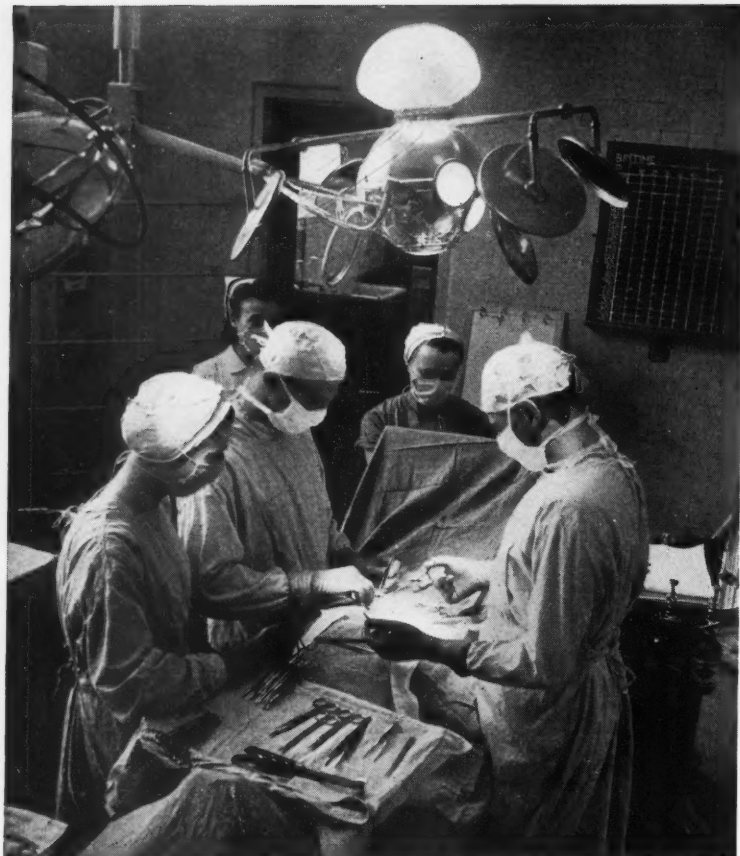


FIGURE 1—A cross-section of steerhide tanned as sole leather. A—The epidermal or grain area; B—The corium area; C—The flesh portion; A1—The grain surface; C1—The flesh surface. The large open space in the center of the epidermal area is a hair pocket with a fragment of hair root still remaining in the base of the pocket or follicle.



"Save One Life and You Save a World"... Talmud

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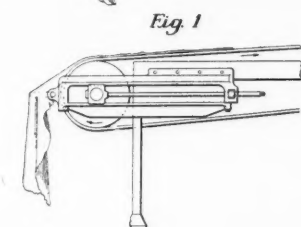
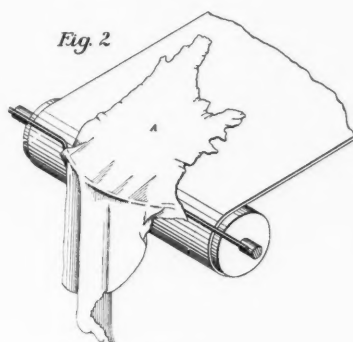
HYMAN COHEN, Chairman, Shoe and Leather Division
72 FRANKLIN STREET, BOSTON 10, MASS. - LIBERTY 2-8080

NEW DEVELOPMENTS

What Industrial Science Is Doing To Simplify The Job

HIDE SPREADER

To aid in spreading out a hide or skin evenly in preparation for specific operations on the individual work piece, a machine has been designed to keep each piece flat and to engage and spread successive portions on the machine's supporting surface.



A work spreader operates in advance of the treatment surface, as indicated in the accompanying illustrations, and shown in perspective in Figure 1, with a skin's middle portion meeting the curved bar of the spreader. This spreader has an advance face whose convex curve is disposed for frictional engagement with the underside of a skin or hide to be treated. It is claimed that this longitudinal curvature away from the work-zone A which effects a desired bulging of the work-spreader in its central portion, as shown, results in the proper flaring out of the skin as it feeds, by rotary motion of the machine's drum, out over the working zone.

Thus the thicker and least pliable portions of a work piece must rub

over the spreader's bulging rim, to be deflected away momentarily to permit the thinner and more supple and wrinkled marginal portion of the work piece to be spread outwardly, as in Figure 2.

A safety feature of the machine is the work spreader, which keeps the operator away from contact with the revolving drum (powered as desired). This permits the operator free use of his arms and hands to expedite spreading the piece wherever desired over the working zone. It can be seen that the spreader tends to distribute an entire skin, however irregular, more evenly on the work surface.

Source: United Shoe Machy. Corp., Boston; Pat. No. 2,501,182.

FOOTWEAR DECALS

Now comes decalomania for full color decoration of brand marking on canvas footwear. This colorful trademark identification and eye appealing design may be applied quickly and easily to canvas or duck, either by hand or steam press at production-line speeds.

Forming an edgeless part of the canvas surface to stretch and breathe with the fabric, the new decal is a washable, sunfast, permanent decoration, and may be expected to last the life of the product.

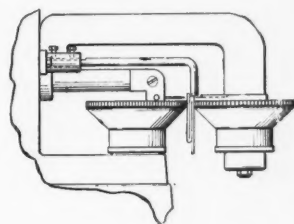


Free samples and technical information on the new type of V-Elastical for fabric may be obtained by writing the manufacturer.

Source: Meyercord Co., 5323 W. Lake St., Chicago 44, Ill.

LEATHER STITCHING GAUGE

The illustration shows a machine fitted with a guide that guarantees accurate stitching of a folded piece of leather. The piece of leather illustrated is folded twice with the round of the first fold sliding under the bottom of the guide built into this machine. This guide, set for any required height, guarantees perfect manual guidance of the work, rather than depending upon the edge.



As this machine makes an over-cast type of stitch, the loop of this stitch is also carried over the end of the second loop of this folded piece of leather. In other words, this loose unstitched end is united with the folded end. Without this gauge, it would be difficult to evenly stitch under this edge.

Another feature of this guide is that it gives ample room for the operator's fingers, both in guiding the work and in removing it from the machine.

Source: Pat. No. 2,486,910; F. S. Banovic, Johnstown, N. Y.

STRETCHING LATEX

Known as Rubbatex a new polymer is now being used to replace and extend natural rubber latex. Where latex is ordinarily applied, this new material can be used in dipped goods and for other industrial uses. The product can be mixed with natural rubber latex to "extend" it two or three times in quantity of the combined materials. Other uses

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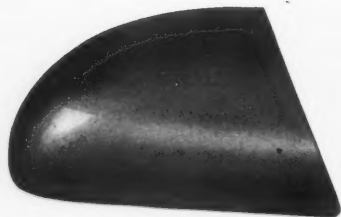
Winguard 400

A NEW SAFETY TOE ARCHITECTURE

WINGUARD 400 is the first of three new steel toe styles planned for release in 1950 and 1951, all having crescent-shaped lateral edges which stanchion the toe against rearward inclination under vertical impact. WINGUARD'S unique rear edge develops triangular wing-like buttresses along the sole line which remain in supporting position behind the central back edge area of the toe dome no matter how exaggerated shoe toe spring becomes in the course of wear.

400 is a dress type streamlined in profile to meet the demand for smart oxford styling without sacrifice of essential toe protection. WINGUARDS are SAFER in all shoes where toe safety is the first consideration. Write for descriptive bulletin.

WINGUARDS
are patented.



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United Shoe Workers of America steaming over shoe learner ruling, calls it "raw deal" from Labor Department. Union will call upon parent CIO for help in carrying protest against ruling "all the way to top levels" of Government. Coming just before Nov. elections, accusations of Labor Department will probably embarrass Truman Administration, keep the issue hot for weeks.

Immediately after announcement of ruling, union asked Wage and Hour Division for copy of findings and recommendations, was told this would not be available for "another seven or eight days." Union will make no formal statement until legal battery has examined findings, then publish full blast.

Question is: can union make formal appeal of ruling? Labor Department insists there is no appeal. Union must find legal loophole, will make political issue of matter if appeal is denied.

Union will also be watching for "jokers" to develop under new regulation, already citing rumors that some shoe plants have fired or will fire learners before they complete first 240 hours, then hiring new batch of 65-centers. However, rumors are unsubstantiated, no actual cases reported. With labor supply running shorter and shorter under war demands—military services and war materials producers will have first choice—it is unlikely that any such cases will develop.

Shoe manufacturers will be hard put to hold adequate workers, as it is. Also, manufacturers have an investment in every learner, cannot afford to spend money developing apprentice into semi-skilled worker and then discard him for what appears to be immediate savings.

One aftermath of learner decision, which is a defeat for the union, is growing determination among labor to force upward minimum wage scales now paid under Walsh-Healey Act. This comes at bad time for industry which is seeking opposite course—a suspension of minimums to permit expansion of war contracts among smaller plants unable to meet present minimums as easily as big producers.

Rumors that U. S. might not go through with tariff negotiations at Torquay, England Sept. 28 now dispersed by announcement that Uncle Sam will negotiate

concessions on an additional 60 items not previously listed. Cuba will also be added to list of 23 countries seeking cuts in American tariffs.

Labor Department now planning to use 1947 pay scales as base whenever wage controls are invoked by Truman. Union pressure will keep these scales "liberal," permit increases in wages to keep pace with rising living costs. Both Murray and Green of CIO and AFL say pre-Korean prices were ahead of wages and post-Korean prices have gone far ahead.

One key research agency in the Government's mobilization plans is the Footwear Research Unit of Research and Development Branch of Military Training Division of Office of Quartermaster General in Washington. This relatively small office has been sharply expanded, given many vital problems to solve. Among these are use of various types footwear under many battle conditions . . . in the arctic, on hot desert sands, in swampy jungle areas.

Unit was one of first to go on strict security rating. Its officers are cautioning shoe manufacturers and allied trade to avoid public discussion on experimental research orders, particularly use of exact figures such as on projected orders for any specific military area. Quartermaster highly secretive about its future buying plans for footwear and other leather goods.

All signs indicate leather and footwear industry will be asked in coming months to play important role in defense program. As time passes, less and less will be heard of program. Reason is some form of formal wartime censorship anticipated this winter on many secondary phases of troop supplies.

Prices, inflationary trend, certain to continue upward. Whole economy in this direction, contributing to spiral. Production of civilian and war goods at unprecedented "peacetime" levels, will break records with each passing month. Govt. spending way above recent estimates and announcements. Will reach or surpass \$75 billions next year, probably \$55-\$60 billions this year.

CIO PROTESTS SHOE LEARNER RULING

UNION WILL FIGHT SUB-MINIMUM WAGE

May Seek CIO Aid In Showdown

The long-awaited shoe learner regulation has finally been announced but officials of the Wage and Hour Division of the Labor Department which made the ruling still find themselves in the midst of a burning controversy that bids to flare up more intensely than ever.

Reaction of officials of United Shoe Workers of America, CIO, to the establishment of permanent sub-minimum learner rates was immediate. Spokesmen called it a "raw deal," made it clear they would appeal the regulation "all the way up to top levels."

The Wage and Hour Division ruled that beginning Oct. 16 shoe learners must receive 65 cents per hour for the first six weeks of employment, then 70 cents for the next six weeks (240 hours). After this period, the Federal 75 cent hourly minimum goes into effect.

The new regulation replaces temporary certificates issued to almost 400 shoe concerns and due to expire on Aug. 25. These will remain in effect until Oct. 15 when all firms will be required to file new applications.

William R. McComb, Wage and Hour Administrator, said that the new regulations would place "certain limitations" on the occupations in which learners may be employed.

As the Labor Department announced the official ruling, issuance of the special regulations "would in no sense mean the granting of certificates on an automatic basis . . . no certificate will be granted unless the divisions determine that the certificate is necessary to prevent the curtailment of opportunities for employment in the individual plant making application.

No plant will be given certificate if "a sufficient number of workers are available" or if issuance of the certificate would "create an unfair competitive labor cost advantage, or impair or depress working standards established for experienced workers in the industry."

Announcement of the ruling was made shortly before the close of the very last day of the life of the temporary certificates. Until the last-minute

announcement, key Department officials appeared unable to reach a decision.

Union officials told *Leather And Shoes* that they are studying ways and means to appeal although Labor Department sources insist there is no formal appeal to this type of regulation. However, the union intends to make either a legal or political fight, or both. The parent CIO organization will be called upon for help.

Actual text of the regulation will be published in the Federal Register at an unspecified date. At that time, findings and recommendations of the presiding officer at the long hearing, Verl E. Roberts, will also be made available in the Division's national and regional offices.

CIO shoe union officials bitterly denounced the procedure of setting up a new regulation without first revealing the official findings and rulings of the hearing officer. One official declared it was "completely outrageous" to announce a public decision without first revealing all facts upon which the decision was based. The union must now wait for publication of these findings before filing a formal protest.

The controversy began last Dec. and resulted in 1955 pages of testimony given at formal hearings which covered four weeks of actual hearing time spread over several months.

GOLD RESIGNS FROM COMMUNIST PARTY

IFLWU President Complies With T-H Law

After 30 years as a ranking member of the Communist Party, Ben Gold, long-time president of International Fur and Leather Workers Union, has cut the cord. Gold announced this week that he has resigned from the CP in order to comply with the Taft-Hartley law.

IFLWU's leader, a veteran of 25 years' service as an elected officer with the union and 15 as international president, made it clear that he was not renouncing convictions gained in nearly 30 years as a CP member.

Gold added that he has complied with the Taft-Hartley law "as directed by my union" but that he would continue to fight for repeal of "this slave labor law" and reenactment of the Wagner Act.

Since its recent "resignation" and expulsion from the CIO, IFLWU has faced the threat of being denied the services of the National Labor Relations Board unless its officers signed non-Communist affidavits required under Taft-Hartley.

STEHLING NAMES CLARENCE MARTIN SALES AND ADVERTISING MANAGER

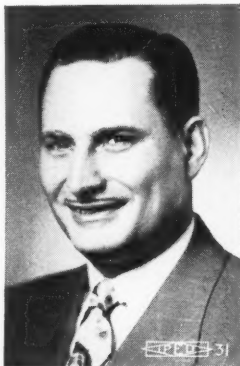
Clarence R. Martin, chief engineer at Chas. H. Stehling Company, Milwaukee manufacturer of tanning machinery, has been appointed sales

and advertising manager in charge of public relations.

Martin joined the Stehling organization in 1946 and has helped develop several new types of tanning machines. Previously, he was development engineer at Briggs and Stratton Corp., chief engineer for the Kemp Smith Machine Company, and assistant head of the engineering department and on the executive educational council of the School of Engineering in Milwaukee.

First machine developed under Martin's supervision was the double roll setting-out machine. The double cylinder setting machine and all hydraulic combination wringing machines followed shortly after.

Ray Stehling, a Naval Reserve, leaves for active duty on Sept. 12. Ralph Stehling is a Lt. Commander in the Organized Reserves.



Clarence R. Martin

LEATHER and SHOES

CIO SHOE WORKERS TO SEEK 20% PAY HIKE

Company-Paid Pensions Also On Agenda

United Shoe Workers of America, CIO, will demand a 20 cents across-the-board hourly wage increase and \$100 monthly company-paid pensions in new contract negotiations to be held early next month with several of the nation's leading shoe manufacturers.

At a conference held last week in St. Louis, top union officials worked out a new formula calling for general wage increases, pensions and other benefits, including a seven-hour, five-day week. Other demands will include one more paid holiday (Armistice Day), three weeks vacations for workers with 15 years of service, a union shop, sick and accident insurance premiums to be paid by the company, and severance pay when a plant closes.

Pensions of \$100 monthly, financed entirely by employers, would go to workers aged 65 with 25 years of service.

First shoe manufacturer to face CIO demands will be Florsheim Shoe Co., Chicago, scheduled to begin 1951 contract negotiations with union officials immediately after Labor Day. Others to follow are Selby Shoe Co., Portsmouth, O. (Sept. 7), International Shoe Co., world's largest, (Sept. 12), and Brown Shoe Co., (in the next few weeks).

The new contracts, when settled, are expected to set a pattern for the entire shoe industry. Negotiations will represent the first large scale wage and pension talks held within the industry since the outbreak of the Korean war.

Announcement that USWA would seek company-paid pensions came as a surprise since many other national unions have discarded pension plans in favor of sharp wage increases.

Army Awards & Bids On Leather Gloves

The Chicago Quartermaster Office this week announced awards on a total of 363,000 men's and 10,270 pairs women's shell leather gloves while inviting bids on another 495,000 pairs.

Marinette Glove Co., Marinette, Wis., was awarded 90,000 pairs of men's shell leather gloves, size 3, and an additional 90,000 pairs, size 4. Northwest Glove Co., Winona, Minn.,

was given contract for the remaining 40,200 pairs of size 3 gloves and 62,800 pairs of size 4 gloves. Steinberg Bros. of Amsterdam, N. Y., was given contract on the remaining 80,000 pairs of size 4 gloves. (See bids and prices L&S (Aug. 19.)

H. G. Pitman Glove Co., Inc., Johnstown, N. Y., sole bidder on the women's gloves, was awarded contract on 10,270 pairs at \$2.10 per pair net.

The Quartermaster also issued Invitation QM-11-009-51-422 calling for bids on a total of 495,000 pairs gloves, sheels, leather. Specifications are under MIL-G-822A. Bids will be opened in Chicago at 9:00 a.m., Sept. 15, with delivery scheduled for Jan., Feb., and March, 1950.

The QM also issued Invitation QM-11-009-51-395 calling for bids on 10,405 of Signal Corp. leather gloves. Bids will be opened at 9:00 p.m., Sept. 25 with delivery scheduled for not later than Oct. 30.

JUNE SHOE OUTPUT SLIPS; MEN'S AHEAD, WOMEN'S DECLINE

Footwear output in June totaled 39 million pairs, two percent above May production but fully two percent below the 40 million pairs turned out in June a year ago, the Census Bureau of the Commerce Department reports.

Women's shoes, sandals and playshoes which accounted for 43 percent of the month's production totaled 17 million pairs, one percent below May 1950 but three percent under the June 1949 total.

Men's shoe, sandals and playshoes showed a gain of three percent over May 1950 and one percent over June last year. June 1950 output amounted to 8,529,000 pairs against 8,287,000

CZECH SHOES PLUMMET

Imports of Czech women's and misses' shoes, the hottest controversial item in the shoe industry during the first quarter 1950, are apparently no longer a factor on the competitive U. S. market. Restrictive measures imposed by the Customs Bureau while investigating charges of "dumping" appear to have turned the trick.

During June, Czech shoe imports totaled a mere 839 pairs, valued at \$2,153, the lowest monthly total in recent years, according to the New England Shoe and Leather Association.

Imports for the first six months of 1950, however, totaled 572,938 pairs valued at \$593,705. Heavy monthly import totals earlier in the year—58,018 pairs in Jan., 153,436 pairs in Feb., 211,103 pairs in March and 22,920 pairs in May—accounted to the high first half figures. In 1949, the U. S. imported only 99,491 pairs of women's shoes valued at \$101,413 from Czechoslovakia.

in May and 5,482,000 pairs in June 1949.

Housewear slipper output—4.2 million pairs in June—gained 14 percent over the 37 million pairs produced in May but fell two percent below the 4.3 million pairs produced in June 1949. Children's shoes reached a total of 1,762,000 pairs, one percent below May but three percent above the 2,102,000 pairs produced in June a year ago. Infants' shoes were off eight percent from May and nine percent down from June last year while babies' shoes gained one percent over May but lost 10 percent from June 1949.

SHOE PRODUCTION ANALYZED

Kind of footwear	Production (thousands of pairs)			Percent change June 1950 compared with—	
	June 1950	May 1950	June 1949 (revised)	May 1950	June 1949
Shoes and slippers, total	39,128	38,485	39,978	2	—2
Shoes, sandals, and playshoes	34,319	34,215	35,178	0	—3
Men's	8,529	8,287	8,482	3	1
Youths' and boys'	1,408	1,281	1,654	10	—15
Women's	16,910	17,105	17,424	—1	—3
Misses'	2,456	2,348	2,387	5	3
Children's	2,172	2,190	2,102	—1	3
Infants'	1,762	1,916	1,930	—8	—9
Babies'	1,082	1,088	1,199	1	—10
Athletic	309	319	267	—3	16
Slippers for housewear	4,234	3,708	4,304	14	—2
Other footwear	266	243	229	10	16

Pratt Institute Graduates In Demand

Demand for technically trained graduates of the Pratt Institute Leather School, Brooklyn, N. Y., has exceeded by 50 percent the number of leather technicians graduated by

the school in June 1950, according to a recent tabulation of placements made by school officials. During the past two years, U. S. and Canadian graduates of Pratt have found responsible positions in a total of 39 tanning firms.



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SHOE MANUFACTURERS FACE RUBBER CUTBACK

Crepe Soles May Become War Casualty

The Government's decision to cut back the nation's consumption of new rubber by approximately 19 percent in the next few months will pose difficult problems for shoe rubber footwear manufacturers, according to trade sources.

Most manufacturers will probably stop making crepe soles in an effort to maintain quantity production, the National Shoe Manufacturers Association states. While white rubber soles will be obtainable, it is probable that the shortage of titanium oxide will result in their being made "more gray than white."

The Government cut back rubber consumption from the 110,000 tons a month average of June and the weeks following the Korean war to the pre-Korean average of 90,000 tons monthly. However, officials of the Rubber Manufacturers Association have indicated they will oppose vigorously any attempt by the Administration to limit rubber sole and heel production as sharply as in World War II.

During the last war, shoe manufacturers were permitted to use only scrap and reclaimed rubber for soles and heels. Association spokesmen claim this practice resulted in a much inferior product which required more labor and time to make.

While it is unlikely that the branded advertised soles will be downgraded, the Shoe Manufacturers Association said, in many instances an increased quantity of reclaimed rubber will be used in the manufacture of certain types of soles, slab stock, and heels. The Association urged shoe manufacturers to keep "a close check" on the quality of unbranded soles and heels being delivered and try to work out an equitable program with their suppliers.

Reactivations of synthetic rubber plants as ordered by the Government are not expected to provide substantially more supplies before early 1951. About 150,000 tons will be added to total natural and synthetic rubber supplies in 1951, bringing the year's supply to 1,350,000 tons against 1,200,000 tons consumed in 1950.

ARGENTINA SETS NEW EXPORT RATES

Devalues Peso Rate On Hides, Quebracho

Devaluation of the Argentine peso this week for the second time in 11 months has established new exchange rates on exports of hides, quebracho extract, gloves, shoes, tanned leathers and leather goods.

The new ruling sets a rate of 5 pesos per dollar on hides and a preferential exchange of $7\frac{1}{2}$ pesos on exports of leathers, quebracho extract, and rope-soled alparagatas, among other items. Exchange rate on exports of shoes and gloves is 14.22 pesos to the dollar.

U. S. trade sources do not see the new hide export rate—a cut of four percent—as significant at this time. Argentina is reported to be oversold some one million frigorifico and municipal hides, has withdrawn offerings from the market. The Argentine Trade Promotion Institute is expected to counteract the exchange reduction by raising basic hide prices.

The new ruling also stipulates that hide export orders consist of 20 percent frigorificos and 80 percent other types.

CHICAGO OUTING SUCCESS

Close to 100 members of the Chicago and Milwaukee trade were present last week when the Hide and Leather Association of Chicago held its annual outing at the Glen Flora Country Club in Waukegan, Ill.

Prize winners in the golf tournament were James Morrison with low gross of 78, Earl Pierce second with 79, B. Wilmert third with 80, Don Elliott fourth with 81 and Jack Miller and Harry Weinstein tied for fifth with 82. First five in low net were R. Reynolds with 70, F. Chadwick with 71, A. Heckler at 72, A. Greaves at 72, and William Law, 72. Cash prizes were given winners.

Feature event of the day was the lobster dinners shipped from the East, arranged and cooked by Ed Aulson. Another feature was the performance of the "flagging foursome" Fred Gruen who shot a "magnificent" 200, Al Vogel with 155, and Helmuth Thiele and Carl Vogel with 149 each.

Chairman of the outing committee was Ed Aulson assisted by Fred Graff, Jr., Herbert Tetzlaff and John Harnly.

Brockton Cut Sole Workers On Strike

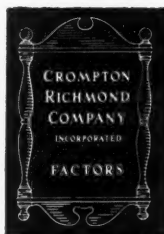
Close to 600 workers employed in 15 Brockton district cut sole plants were still on strike this week after representatives of the Associated Shoe Industries of Southeastern Massachusetts and the Brotherhood of Shoe and Allied Craftsmen failed to agree on wages.

Workers voted to stay off the job when manufacturers, refusing to grant their request for a 15 percent wage increase, demanded a 20 percent wage reduction. The work stoppage affected 18 of 19 cut sole plants in the area, of which 15 are members of the Association.

Some 150 workers in three non-Association plants—Baxendale Sole Co., Beauty Top Lift Co. and Wind Innersole Co.—voted to return to work later this week after their employers agreed to a 10 percent wage boost. Campello Shank Co., also non-Association, was not affected by the strike.

Settlement appeared imminent as manufacturers agreed to withdraw their demands for the decrease in view of world conditions and representatives of the union and Association were summoned to meet before the State Board of Conciliation and Arbitration.

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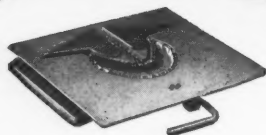
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OPEN GYM SHOE BIDS

Invitation to bid on 75,000 lbs. of leather sole strips, 13" wide, were issued this week by the New York Quartermaster Purchasing Office. Bids on QM-30-280-51-227 will be opened Sept. 27 at 2:00 p.m. in New York with delivery scheduled at the rate of 30,000 lbs. in Dec., 1950, and 45,000 lbs. in Jan., 1951.

The Navy opened bids on Invitation No. 7113 for 14,980 pairs of gym shoes with rubber soles and canvas uppers. Low bidder of three manufacturers bidding was Bristol Manufacturing Co. which offered to make 5,278 pairs at \$1.69 per pair under Item 1A and 9,702 pairs at \$1.72 per pair under Item 1B or 14,980 pairs at \$1.72 per pair.

Hood Rubber Co. bid on 1,540 pairs at \$2.02 and 6,188 pairs at \$2.02 while U. S. Rubber Co. bid \$2.05 per pair on 5,278 pairs and \$2.05 on 9,702 pairs.

JULY WAGES RISE

Leather and leather products workers in July worked longer average weekly hours than in June but also earned larger wages, the Labor Department reports. Average weekly hours worked in July totaled 38.6 as compared with 37.4 in June but average weekly pay rose from \$43.87 in June to \$45.36 in July. The Department listed hourly pay rates as \$1.173 in June and \$1.175 in July.

Latest figures on number of workers in the industry show 382,000 at work in June, a gain of some 8000 workers over the 374,000 employed in June. Of this total, 343 were production workers. Production workers in the leather footwear manufacturing field alone were listed at 221,500 in April, 217,700 in May and 224 in June.

Burk Bros. Names New Boston Agent

Burk Brothers, Philadelphia kid and side leather tanners, have announced the appointment of Mutual Leather Co., 36 South St., Boston, as its Boston representatives starting Sept. 1.

Burk also reports that it is offering two new side leather lines: oxalene smooth combination tannage and coleen smooth chrome tannage. Both lines will be shown at the Leather Show.

ARMY SEEKS RUBBER SOLES, SHOE MACHINES

The New York Quartermaster Procurement Agency has issued Invitation QM-30-280-51-223 calling for bids on 1,150,000 pairs of rubber composition tap half soles and 27,000 pairs of rubber full soles.

Bids will be opened at 11:00 p.m., Sept. 25 in New York with delivery scheduled for Dec., 1950-Feb., 1951, on Item 1 and Dec., 1950-May, 1951, on Item 2.

The Quartermaster also issued QM-30-280-51-214 covering bids on the following: Item 1, seven electric shoe finishing machines, 2HP, 220V, 60CY., 3PH (complete with water-trap type dust collector); Item 2, 12 bench type leather skiving machines, 1/3HP, 220V, 60CY., 1PH; Item 3, 11 foot operated shoe patching machines, Model No. 29K70.

Item 4 lists 20 electric shoe bottom sanding and finishing machines, 1HP, 220V, 60CY., 1 PH, American No. 3; Item 5, 17 heavy duty shoe stitching machines with lockstitch curved needle, electrically operated, electrically heated and equipped with thermostatic heat control, 3PH.

Bids on the latter invitation will be opened at 1:30 p.m., Sept. 6 in New York with delivery to be made during Oct.

Both procurements are for the Army.

ARMY WANTS LEATHER

The New York Quartermaster Purchasing Office has issued Invitation QM-30-280-51-180 calling for bids on a quantity of sheepskin tooling and lining leather, leather lacing needles and leather modeling tools.

Items 1 and 2 cover a directive quantity of 1,579 skins of El Morocco, red and green sheepskin tooling leather. Items 3 and 4 call for 1503 skins of black and brown skiver sheepskin lining leather while Item 5 specifies 1779 packages of 12s leather lacing needles and Item 6 specifies 200 type 5 leather modeling tools.

Bids will be opened at 2:00 p.m., Sept. 21, in New York with delivery scheduled between Nov. 30 and Dec. 29, 1950. Procurement is for the Army.

At the same time, the QM office announced award of 21,168 pairs of russet shoes with safety toe and oil resistant sole to International Shoe Co. The award, made on QM-30-280-51-32, was based on International Shoe Co.'s bid of \$6.80 to \$6.85 per pair.





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SALES CONTINUE SLOWER AS LEATHER PRICES HOLD FIRM

Manufacturers Wait On Fall Sales Before Re-Ordering

Most leathers steady, not too active. Tanners report little leather to sell. Sheep active.

New York Market Firm

Upper Leather: Sales slow due to high leather prices and the fact tanners are all well sold ahead. Most are well sold through Sept. and some are taking orders for Oct. and even Nov. Some tanners report getting 55-56c and down for large spread corrected grain sides but most business has been 53c and down to 44c per foot for large spread elk. Corrected grain extremes can be ranged from 60c down to 54c for average tannages while full grain has been selling into the upper 60's. Firm and advancing hide market of late has caused most tanners to revise lists.

Sheepskins: Prices firm on lining sheep and vegetable tanned ranges from 27c and down and chrome tanned from 32c on down. Prices on garment sheep mixed. Some tanners report selling No. 1 grade garment sheep leather at 24c per foot last week but has since had a price rise up to 27c. Some tanners, because garment leather has been a slow mover for some time, have stock on hand which they can sell at 25c and down.

On leather made out of raw stock bought today, 27c per foot would most certainly have to be paid.

Calfskins: Tanners well sold thru Sept. and some are said turning down business. Lists remain very firm and tanners are getting them. Women's weight suede calf starts at \$1.25-1.30 and down depending on tannage although some special trim tannages are said selling up to \$1.50. Smooth calf, women's weight, priced \$1.05-1.10 and down according to tanner, etc.

Sole Leather: Light leather for women's cut soles and heels still in good demand and some weights of light shoulders sell higher than heavy bends because of it. Most tanners well sold up and in much better shape as to inventory than they were this time last year. No changes reported in prices and the demand continues stronger on women's soles than on men's.

Sole Leathers Lag

New business on sole leathers conspicuous by absence, say Boston tanners. Two reasons are given: shoe manufacturers have filled early Fall requirements, can now afford to wait on sales before re-ordering; tanners themselves well sold ahead, have little to offer for future delivery. Most tanners still busy filling old orders, report a few spot sales to buyers who need leather immediately. Otherwise, little activity noted. Prices still at top levels. Lightweight bends still most wanted. Men's slower.

Price And Trends Of Leather

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1949 HIGH
CALF (Men's HM)	1.10-1.25	1.10-1.23	90-1.10	95-1.15
CALF (Women's)	1.00-1.17	1.00-1.17	85-1.05	90-1.10
CALF SUEDE	1.20-1.25	1.20-1.25	1.00-1.15	1.05-1.30
KID (Black Glazed)	80-1.17	80-1.05	70-1.00	70-1.00
KID SUEDE	80-93	75-95	60-88	70-90
PATENT (Extreme)	48-56	48-56	48-56	56-66
SHEEP (Russet Linings)	19-28	19-26	18-22	19-23
KIPS (Corrected)	60-67	60-67	54-58	57-61
EXTREMES (Corrected)	51-59	51-59	40-56	48-53
WORK ELK (Corrected)	46-56	46-56	41-56	52-56
SOLE (Light Bends)	68-73	68-73	62-65	68-72
BELLIES	44-49	43-47	33-37	44-48
SHOULDERS (Dble. Rgh.)	70-77	64-73	58-65	64-72
SPLITS (Lt. Suede)	36-41	36-41	37-43	39-44
SPLITS (Finished Linings)	20-25	20-25	20-23	22-24
SPLITS (Gussets)	17-22	17-22	17-19	19-20
WELTING (1/2 x 1/4)	10	9 1/2-10	8	9 1/2-10
LIGHT NATIVE COWS	31-32	31 1/2-33	23 1/2-25 1/2	29 1/2

All prices quoted are the range on best selection of standard tannages using quality rawstock.

Light Bends: 71-78c

Medium Bends: 62-68c

Heavy Bends: 58-62c

Sole leather tanners in Philadelphia report business fluctuating. Average price for bellies quoted at 47c and heads at 29c. These have remained fairly steady.

Sole Leather Offal Mixed

Slowdown continues on Boston offal market. Tanners still filling old orders, find small demand for more. What they have moves at steady prices. Tanners point to rising hide market when buyers show price resistance. Steer bellies bring up to 47c, cows have trouble getting above 48c. Double rough shoulders sell up to 78c, heads fairly active up to 30. Shanks still moving.

Bellies: Steers: 45-47c; Cows

46-49c

Single shoulders, heads on:

Light, 56-60c; Heavy, 46-50c

Double rough shoulders: 70-77c

Heads: 27-30c

Fore Shanks: 36-39c

Hind Shanks: 36-42c

Calf Still Steady

Boston calf leather tanners report situation unchanged from past two weeks. With rawstock still tight, finished leather prices hold steady. Buying is reduced because there isn't much leather around and shoe manufacturers have filled good part of Fall requirements. Not much change expected until Fall shoe sales situation clears. As a result, tanners not buying much rawstock, prefer to keep busy on old orders. Men's weights still bring \$1.25 and up with some specially selected skins moving at \$1.45 and \$1.50. Women's at \$1.17 and up.

Men's weights: B \$1.10-1.23; C \$1.04-1.20; D .94-1.14; X .89-1.04; XX 85c

Women's weights: \$1.05 to 1.17; C 97c-1.07; D 90c-1.02; X 80c 96c; XX 65c-78c

Suede: \$1.20-1.25N; 1.15-1.20N; 1.05-1.10N

Sheep Leathers Strong

Boston sheep leather tanners report fairly good sales continuing at steady prices. Some selections still rising but mainly in middle grades. Higher prices on skins at New Zealand auction last week point to rise in leather prices shortly. To date, few changes reported from last week. Naturals still the most active but sales fairly good throughout most types. Specialty manufacturers active in sheep market; many have been forced out of other leathers because of high prices.

Russet linings: 28, 26, 24, 22, 20, 18, 16, 15c.

Colored vegetable linings: 28, 26, 24, 21, 19, 17, 15c

Hat sweat: 29, 27, 25, 23c

Chrome linings: 28, 26, 24c

Garment grains: 27, 25, 23, 21c

Garment suede: 28, 26, 24, 22c

Sides Slower

Boston side leather tanners say they have little to sell, keep busy on orders up to Nov. Low grades, widely wanted, are about cleaned up, while medium grades sold 30-60 days ahead. Top grades available but find fewer sales. Prices steady along the line. Rising hide market would ordinarily mean higher leather prices but reduced activity keeps prices about steady. Tanners look forward to Leather Show.

Heavy Aniline Extremes: B 61-65;

C 60-62; D 53-56c

Corrected Kips: B 59-67; C 57-65;

D 55-63; X 49-56c

Corrected Extremes: 51-59; 49-55;

47-53; 44-50c

Corrected Large: 45-50; 43-47;

41-45; 38-42c

Work Elk: 46-56; 44-50; 40-44c

Splits Mixed

Splits continue mixed on Boston market. Prices still hold to earlier high levels with advances on hide market preventing any pronounced downward trend. Buyers still interested but sales volume of recent weeks has slowed considerably. Tanners expect pick-up in Sept.

Light suede: 36-41; 34-39; 32-36c

Heavy suede: 43-47; 41-43; 38-40c

Retan sole: 40, 38, 35, 33, 30c

Finished linings: 19-21; 20-23; 21-25c

Gussets: 17-22c

Pickled Heavy, 14-15c lb.; Light, 12½-13½c lb.

Blue splits: Heavy, 15-16c lb.; Light, 13-14c lb.

Welting Steady

New welting orders few but deliveries against old orders large. Regular Goodyear stock of ½ by ⅛ inches quoted at 10c. Specialty welting continues active. Synthetic welting gets its substantial share of cheap welt and stitchdown business. Plastic welting active in work shoe and nurses shoe fields.

Kid Leathers Good

Kid leather tanners in Philadelphia report business still good down the line. Individual tanners in some instances have raised prices a few cents but taken in conjunction with prices in effect among other tanners, the

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general average is exactly as it has been for the past several weeks.

Suede still selling well, mainly in black. Glazed continues to hold its own—again, mainly in black. Both suede and glazed cover the range of prices. Linings continue to go well. Slipper leather doing well at every price. Nothing special reported in crushed or satin mats.

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Current Average Prices

Suede: 35c-93c
Linings: 26c-50c
Crushed: 30c-65c
Glazed: 32c-1.17
Slipper: 30c-65c
Satin Mats: 51c-1.15

Belting Leathers Erratic

Belting leather tanners of Philadelphia report that since hide prices "can't stay put" their own prices are also erratic. Business is excellent and tanners can sell anything they have on hand. Some quotations made for butt bends but tanners could not definitely state whether these will be in effect within the next few days. Other tanners say their lists are undergoing changes.

Curriers report business still "swell." Prices quoted last week have more or less stayed put. Orders coming in large quantities but there is no rush as there was a few weeks ago. Many curriers expect orders to come in for at least a couple of more months. Since many curriers are able to make their purchases only a month ahead, some will only take orders one month ahead.

AVERAGE CURRIED BELTING PRICES: SUBJECT TO CHANGE

Curried Belting	Best Sele.	2nd	3rd
Butt bends	1.36-1.47	1.32-1.42	1.27-1.30
Centers 12"	1.65-1.83	1.55-1.76	1.32-1.34
Centers 24"-28"	1.60-1.80	1.32-1.74	1.32-1.39
Centers 30"	1.67-1.75	1.49-1.71	1.32-1.39
Wide sides	1.28-1.41	1.24-1.35	1.16-1.20
Narrow sides	1.21-1.27	1.17-1.20	1.08-1.13

Glove Leathers Lagging

The edge seems to be off leather glove buying. Manufacturers complaining that ladies' gloves going begging at old prices. Advances in leather prices have complicated situation. Lack of demand may force concessions in spite of high cost of raw stock.

Another large producer of cabretta leather has advanced his prices to meet the trend. New prices are as follows: No. 1—72c, No. 2—67c, No. 3 62c, No. 4—57c, No. 5—47c, No. 6—35c and No. 7—27c. This represents an advance of 2c per foot on the five top grades, 3c a foot on the number sixes, and one cent a foot on the Pigtexers.

Men's grey suedes quoted at 36c for good table run. Very little demand for high colored suedes at 40c for domestic type and 60c up for hair type. Domestic grains selling well in low grades. Pigtexers bring up to 25c for a good run.

Bag, Case and Strap Leather

Users of bag, case and strap leather have eased off on demands considerably. Tanners claim they are fairly well sold up for balance of year with prices very firm at last levels. Large majority of users have done enough buying ahead to cover.

2½-ounce case, 53, 50, 47c
3-ounce case, 56, 53, 50c
4-ounce strap, 66, 63, 60c
5-ounce strap, 70, 67, 64c
6-ounce strap, 73, 70, 67c

Garment Leathers In Demand

Good demand for all garment leathers is pattern. Prices very firm on most lines, with some talk of higher prices being paid for suede garment in market closely sold up. Grain garment in good demand with last prices easy to obtain. In the horse lines, a firm 36 to 38c quoted for the average grades with best lines up to 42c, holding steady with last levels.

Suede garment leather, 27, 25, 23c
Grain garment leather, 31, 29, 26c
(High colored grain garment 2c more)
Horsehide leather (average), 36-38c
Better horse grades up to 40-42c

Work Gloves Strong

Glove splits very strong at the quoted levels of 21, 20, and 19c with market well sold up. (Prices were typographically incorrect in the last report). Sellers of glove splits say that 22c could be obtained in some places for material for immediate delivery, but in most cases impossible to find anything to deliver other than what has been booked.

Shoulder splits, horse shanks and cow bellies very firm at last levels. There is talk of some upward adjustments in leather prices resulting from sharply higher rawstock levels, but as yet the market has held quite steady.

Horse shanks, 40-45 avg. ft. per doz. 21c per ft.

Horse shanks, 50-55 avg. ft. per doz. 25c per ft.

Cow bellies, 40-45 avg. ft. per doz. 24c per ft.

Cow bellies, 50-55 avg. ft. per doz. 26c per ft.

Shoulder splits (per pound):—

No. 1's, 60c

No. 2's, 50c

No. 3's, 40c

Glove splits (LM), 21, 20, 19c

Tanning Materials Strong

Quotations on some Raw Tanning Materials were up this week, particularly Sumac, advanced to \$80.00, and Mangrove Bark (So. Am.) \$56.00. Tanning Extracts prices were firm to strong. Further price increases made

in some tanning oils. Buying steady and usually for spot needs.

Raw Tanning Materials

Divi Divi, shipment, bags	.....	\$68.00
Wattle bark, ton	.....	"Fair Average" \$68.00
	.....	"Merchantable" \$66.00
Sumac, 28% leaf	.....	\$80.00
30% leaf	.....	\$83.00
Myrobalans, 1 lb.	.....	\$48.00-\$49.00
(Crushed \$74.00) 1 2s	.....	\$45.00
Valonia Cups, 30-32% guaranteed	.....	\$53.50
Valonia Beards	.....	\$78.00
Mangrove Bark, So. Am.	.....	\$56.00

Tanning Extracts

Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant	.....	3.45
Tank cars	.....	4.13
Barrels c.l.	.....	4.65
Barrels, l.c.l.	.....
Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant	.....	9.38
Bags, c.l.	.....	9.78
Bags, l.c.l.	.....
Cutch, solid Borneo, 55% tannin, plus duty	.....	.06%
Gambier Extract, 25% tannin, bbls.	.....	.09%
Hemlock extract, 25% tannin, tk. cars, f.o.b. wks.	.....	.0525
Bbls., c.l.	.....	.05%
Oak bark extract, 25% tannin, lb. bbls. 6 1/2-8%, tks.	.....	.06%
Quebracho extract	.....
Solid, ord., basis 63% tannin, c.l. plus duty	.....	8 5/16
Solid, clar., basis 64% tannin, c.l.	.....	.09
Liquid, basis 35% tannin, bbls.	.....	.08
Ground extract	.....	.16%
Wattle bark, extract, solid	.....	.07%
Powdered super spruce, bags, c.l.	.....	.05%
.05 1/4; l.c.l.	.....	.01%
Spruce extract, tks. f.o.b. works	.....	.09%
Powdered valonia extract, 63% tannin	.....

Tanners' Oils

Cod oil, Ndd., drums	.....	.95
Castor oil No. 1 C.P. drs. l.c.l.	.....	.22 1/4
Sulphonated castor oil, 75%	.....	.19-.20
Cod, sulphonated, pure 25% moisture	.....	.13
Cod, sulphonated, 25% added mineral	.....	.12
Cod, sulphonated, 50% added mineral	.....	.11
Linseed oil tks., c.l. zone 1	.....	.178
drums, l.c.l.	.....	.20
Neatsfoot, 20° C.T.	.....	.30
Neatsfoot 30° C.T.	.....	.28
Neatsfoot, 40° C.T.	.....	.27
Neatsfoot, prime, drums, C.L.	.....	.16%
L.C.L.	.....	.18%
Neatsfoot, sulphonated, 75%	.....	.19
Olive, denatured, drs. gal.	.....	2.25
Waterless Moellon	.....	.14
Artificial Moellon, 25% moisture	.....	.13
Chamois Moellon	.....	.10-.11
Common degrease	.....	.10-.12
Neutral Degrease	.....	.21
Sulphonated tallow, 75%	.....	.12 1/2
Sulphonated tallow, 50 1/2	.....	.09 1/2
Sponging compound	.....	.12 1/2
Spilt oil	.....	.11-.12
Sulphonated sperm, 25% water	.....	.19
Petroleum Oils, 200 seconds visc. tks., f.o.b.	.....	.13 1/2
Petroleum Oils, 150 seconds visc. tks., f.o.b.	.....	.14
Petroleum Oils, 100 seconds visc. tks., f.o.b.	.....	.13

*Quotations withdrawn

Selby Shoe Co. Profits Held "Unsatisfactory"

Net profits of Selby Shoe Co., Portsmouth, O., totaling \$24,468 or 10.4 cents per share on 229,103 common shares outstanding for the fiscal year ended April 30, were held "Unsatisfactory" by N. B. Griffin, president, in his annual report to stockholders.


Griffin cited an 11-week strike at the Portsmouth plant during the past year as eliminating the entire fall selling season. "Gains made in the Spring season did little more than cover the losses," he added. However,

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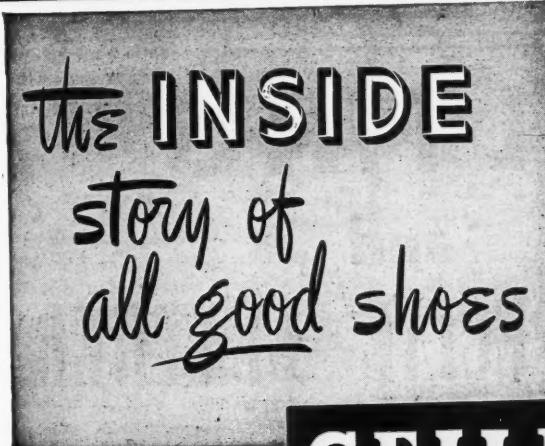
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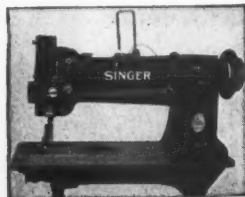
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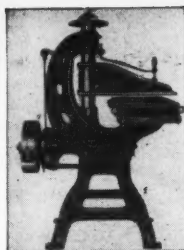
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earnings for 1950 were above the net profits for fiscal 1949 when the company reported \$20,435 or 8.7 cents per share.

Sales for the 12 months' period totaled \$11,067,862 against \$15,394,836 the year before and \$21,061,438 in the 1948 fiscal year.

Shoe Sales-Stock Ratio Seen Up

Dollar volume of sales by the nation's independent retail shoe stores last year averaged about four times the cost value of their shoe inventories as of Dec. 31, 1949, according to a special retail inventory report by the Census Bureau of the Commerce Dept.

Expressed in terms of sales-stock ratio for 1949, the figure was set as four to one as compared to six to three in 1946, eight to two in 1945 and three to two for 1939. Ratios were obtained by dividing annual dollar sales by the cost value of year-end inventories. Inventories were reported at cost value and sales at retail value with data taken from large independent retail stores in business during the full 12 months.

However, findings do not necessarily cover the experience of the entire retail shoe industry since small stores and certain large ones were not included in the survey.

Allied Kid Co. Reports Profits Rise

Net profits of Allied Kid Co. for the fiscal year ended June 30 totaled \$1,002,905, equal to \$3.90 per share on 257,000 outstanding shares of capital stock, a sharp gain over profits of \$772,276, equal to \$3 a share in the previous fiscal year.

The company stock is currently selling about \$3 per share under net current asset value, according to the annual report. The stock has yet to sell above net current asset value this year.

Net current assets at June 30 were \$6,062,769, without cash surrender value of insurance set at \$374,160 or reserves of \$650,000. The company increased reserves set aside for new plant facilities from \$300,000 to \$400,000.

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BIG PACKER HIDES REACH TOWARD PREVIOUS HIGH LEVELS

Advances Of 1-2c Reported As Trading Steps Up

Trading mostly in cow selections. Small packer hides follow lead. Calf and kip quiet at steady prices. Horsehides up.

Packer Hides Up

Packer market bounced right back to levels better than highs of week ago. Tanners came into market to buy big packer hides at 1 to 2c better than previous week. The 2c loss of two weeks ago has been nullified, and market is up to new heights.

Trading largely in cow selections. Light cows very active, establishing range of 31 to 32c for Chicago through Kansas City productions, Chicago and St. Paul at 31c, Omaha and other heavy average Rivers at 31½c, and Kansas City and light average Rivers from other points 32c. Some very light, average light cows and extreme light native steers from Ft. Worth sold at 36c FOB, an advance in line with market. Heavy cows sold in moderate volume at 31 and 31½c, and branded cows at 28½c for Northern production. Branded cows ½c higher, but seller, offering at 1c higher, would not budge.

In steers, light natives sold on basis of 32c, heavy natives at 31c, and extreme light natives at 34c. Volume of steer trading not large. Branded

steers only slightly active at advances. Bulls active at 1½c higher, or 21½c for native River production.

Calfskins Quiet

Calfskins quiet. A bid of 72½c for Northern heavies and 77½c for Northern lights made on an offering of 75 and 80c respectively for a small lot, but buyer and seller could not get together. Possible advancing of calf levels kept other lines quiet. Small packer and country untrimmed lines very quiet at steady levels.

In trimmed market, New York trimmed packer calfskins quotable at \$4.25 for 3 to 4's, \$4.75 for 4 to 5's, \$5.75 for 5 to 7's, \$6.50 for 7 to 9's, and \$9.25 for 9 to 12's, all nominal. In the collector market, skins quoted at \$3.85, \$4.60, \$5.25, \$6.25 and \$8.25 respectively for New York production.

Big packer regular slunks bid at \$3.85, but seller offering at \$4.

Kipskins Very Quiet

Kip very quiet. Production very light, and little available going for export. Domestic tanners have little available. Prices unchanged for all selections; market considered steady to strong. Overweights subject to a little pressure, kip holding up well.

New York trimmed packer kip quotable at \$10.55 nominal for 12 to 17's, and \$12 nominal for 17's and up. Collector skins quoted at \$9.00 and \$9.50 respectively.

Small Packer Hides Stronger

Higher prices for big packer hides put stronger tone on small packer



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QUOTATIONS

	Present		Week Ago		Month Ago		Year Ago	
	31	-32	30-30 ½	31	-32	23	-24	
Native steers	31	-32	30-30 ½	31	-32	23	-24	
Ex. light native steers		34	32N		34		25 ½	
Light native cows	30	-32	29 -30 ½		31 ½-33		23 ½-25 ½	
Heavy native cows		31	30 -30 ½		31 ½-32		22 ¼-23 ½	
Native bulls		21 ½	20 ½N		20 ½		17	
Heavy Texas steers		27 ½N	26N		27 ½		19 ¾	
Light Texas steers		29N	27 ½N		29 ½		22	
Ex. light Texas steers		31N	30N		32		26	
Butt branded steers		27 ½	26		27 ½		19 ¾	
Colorado steers		26 ½	25		27N		19 ¾	
Branded cows		28 ½	27 -27 ½		28		21	
Branded bulls		20 ½	19 ½N		19 ½		16	
Packer calfskins	72 ½	-77 ½B	70 -75N	70	-75	40	-52 ½	
Chicago city calfskins		50N	50N		50N		35	
Packer kipskins		62 ½	62 ½		60		47 ½	

HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

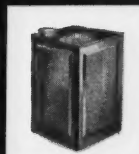
	Close Aug. 31	Close Aug. 24	High For Week	Low For Week	Net Change
September	26.72B	25.85B	27.90	25.60	+ 87
December	27.40B	25.90B	28.00	26.00	+150
March	26.65B	24.99B	27.25	25.05	+166
June	26.30B	24.85T	26.95	25.65	+145

Total Sales: 347 lots

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market, but much stronger sellers' minds than on buyers'. Sellers asking much higher levels. Tanners slow to pay up for what they want. Only a few hides change hands.

Market for good 48/50 lb. average allweight native steers and cows figured nominally at 28c selected, some trades at fractions higher. Asking prices for these hides from 29c selected upward, except where 28½c selected asked. Tanners slow to show interest in 29c offerings.

Tanners figuring 28 to 29c selected for 46/48 lb. averages of good Midwestern quality, and up to 30c on 45 lb. averages. Southwestern small packers around 42 lbs. average sold at 30c flat, FOB Southwestern points, with at least 1c freight required to bring them North.

Tanners not interested in heavy average hides. Sellers offering at prices considered "too high." Some of the lower end of heavier averages, around 52/55 lbs. average, bid at 26c selected, this refused. Small packer bulls nominally figured around 18 to 18½c selected, depending upon quality.

Country Hides Slow

Interest in country hides has been priced higher but not enough to permit volume activity. Sellers, seeing the big packer market gain 1 to 2c in fairly good volume activity, inclined to think of 26c country hides, 48/50 lb. average, flat trimmed FOB shipping points, but buyers had different attitude. Best bids around 25c flat trimmed, except in cases where seller offered good locker and city butcher hides with very few renderers. Then tanners bid 25¼ to 25½c flat trimmed for 48/50 lb. averages, but not over 50 lbs. average.

On heavier side, offerings of 52/55 lb. averages priced around 25c flat, some to 25½c flat. Tanners not above 24c flat except on very good quality 52 lb. average hides. Anything above 55 lbs. average was impossible to sell.

On lighter side fancier prices heard, some 27c offerings of 44/46 lb. average, and some 46/47 lb. average at the same price, avoided as priced too high. Country bulls priced a little better, but interest slow. Sellers felt bulls should be worth about 14c, perhaps 14½c on good lots.

Dry Sheepskins Strong

Hair sheep markets stronger than last week and it is difficult to locate offerings of Brazil cabrettas at last trading levels. Shippers offer very small amounts and ask \$15.50 c&f. for regulars. Some business at that level including some specials at \$19 c&f.,

basis manufacturers. No late offers from the Cape and sellers state that they could duplicate last prices. Nominal market 150 shillings basis Cape Town large primes. Nigerian market strong; no new offers noted. Some blackheads for friezing selling at \$1.50 per lb. basis primes with seconds at two-thirds price. Cairo dry salted Sudans, 58/60 lbs., said to have sold at \$16.75 c&f.

Wool sheep markets strong and at the last Sydney and Melbourne auctions prices advanced four to six pence. Sales Montevideo quarter wool at 53-54c c&f. and more now asked.

Interest in shearlings but due to lack of offerings, it has been difficult to confirm any sales. Some selling quarters say that Cape shippers have ideas of 51c c&f. for ¾-1¼ inch skins. No indications on the shorts.

Some trading in Papra slats but buyers have shown an inclination to step aside and watch developments. Difficult to obtain offers of Peruvians as market is well cleaned up at origin. Most of the demand from Europe.

Reptiles Slower

Trading restricted as shippers are asking more than buyers are willing to pay. Shippers claim markets are firm and advancing.

Madras bark tanned whips, 4 inches up, averaging 4½ inches, 70/30 selection, held at \$1.00-1.05 and buyers' ideas around 97c. Cobras nominally quoted 80-85c. An offering of vipers, 4 inches up, averaging 5 inches, 90/10 selection, at 40c. Offerings of wet salted Calcutta oval grain lizards, 40/40/20 assortment and 90/10 selection, at 33-36c and unsold. Small lots of ramgodies, 10 inches up, averaging 13/14 inches, sold at 13-14c.

A little more interest in Siam aers and chouyres with a report that 30/40,000 aers, 8 inches up, averaging 2.2 kilos, 80/20 selection, sold at 22c while chouyres for shipment, 8 inches up, 90/10, held at 60c, which is much higher than buyers can operate in spot lots. Relatively few offers of ring lizards or pythons with reports that Europe paying considerably higher prices.

Regular business in wet salted crocodiles, 12 inches up, averaging 16/17 inches at \$1.10 and smaller sizes at 65c. Malayan ring lizards sold at \$1.50 and more wanted, running 20/60/20 assortment and 50/50 selection.

Deerskins Slow

While a few more offers have been made, asking prices are quite high. Brazil "jacks" variously quoted from 72-77c fob., basis importers. Most

tanners out of market or else name levels not over 70c fob., basis importers. New Zealands moving quite well with sales made up to \$1.15 per lb.

Pigskins Wanted

Good demand for Chaco carpinchos but difficult to locate offerings. Europe buying. Some offers of Manaos grey peccaries at \$2.40 fob., basis importers. Most interest in men's weights for the army.

Goatskins Steady

Situation unchanged generally with overseas markets firm and well sold up. Tanners show little interest over last paid levels. Amritsars, 1200 lbs., mixed with prices ranging from \$11.75-\$12.00 per dozen c&f. Southern Indian Deccans and Coconadas firm with former held at \$12.60 and latter at \$12.00, basis 1.70/1.80 lb. skins. Bati market steady, Genuine batis at \$16.00 and Bati types at \$15.00. Berberahs held at \$13.00 and Addis-abbes at \$12.00. Hodeidahs of 125 lbs. at \$8.50.

Good selections of 1.30 and 1.40 kilo goatskins from Iran sold recently at \$13.00 and \$13.50 ex dock and Butcher skins at \$14.50 and \$15.00 ex dock. Capes firm. West Province extra lights held at 59-60c per lb. c&f. and Durban at 56c. Kenya Kanos goatskin sold at \$1.25-26 per lb. basis the primes.

Horsehides Rising

Higher asking prices for horsehides expected with sharp increases in beef hides, but tanners slow to respond. Sellers asking \$12.50 and \$12.75 for good 70 to 80 lb. horsehides, from Northern points, FOB shipping points, but tanners not bidding more than \$12 at present for ordinary lots, perhaps to \$12.25 on the best quality lines.

Untrimmed hides quotable at \$1 more. Slow except for best lines of large selections. Tanners pay up to \$8.50 for very large No. 1 Northern fronts, will not go over \$8.00 on average run of fronts. Butts in good demand at \$4.25 to \$4.50, depending upon quality, basis 22 inches and up.

Sheep Pelts Sky-high

Short supply of good quality pelts and shearlings for Mouton keeps prices sky-high. Sales of big packer No. 1 shearlings up to \$3.50 in volume and to \$3.65 for small lots, with intimations of higher prices paid. Fall clips sell up to \$3.90 in some small lots, \$3.70 in volume. Sellers refrained from quoting the highest prices because of not enough activity, volume-wise, to establish market for average run of shearlings.

SHOE FACTORY

(Continued from Page 9)

the cutting room where it is cut and changes its identity to parts of the upper; imitation leather and lining going first to the layout table and then to cutting where it is cut and assembled with the upper leather ready for stitching.

The important thing in recording all of these movements is to not neglect *any* movement both in transporting the item and the movements that actually occur in the process performed. Record all distances traveled and the location of the destination. Follow this procedure for uppers through stitching, lasting, etc., and also for soles, heels, findings, etc., till finally they are placed on a truck and are on their way to the customer.

Results

This may seem an involved procedure, but for those companies whose labor costs seem high as compared with others in the industry, the final results will stand out like a sore thumb. When the paths of travel are studied for analysis of cross flow, the total distances are added up for all items and the number of handlings analyzed. From

our experience in various shoe companies the following final results might well be expected:

Cross flow probably will most resemble a game of Chinese Checkers.

The total distances when added up for all items will be literally measured in miles, not feet.

The total number of handlings required will amaze even the most pessimistic manager.

So, a pretty grim picture will be the typical outcome of the process flow chart. The next step is not to ignore the results as an insurmountable obstacle but to make definite plans to set the house in order.

L and S

"Increased accuracy means increased efficiency, and by getting greater precision into all phases of shoemaking one cannot help but become more efficient. One should thus be able to reduce costs, increase production and make better shoes with less supervision."

Clifford Roberts,
Research Director
United Shoe Machy. Corp.

L and S

Correcting The Flow

Efficient production is largely determined by straightline flow. Backtracking and criss-crossing means wasted money, confusion and adds up to improper physical outlet. The typical smaller shoe company occupies a multi-story building making transfers by elevator from department to department mandatory. This is far from an ideal situation, yet the layout can be so arranged that the flow of work can be efficient in spite of this draw-back.

Since the elevator is the sole means of transporting materials from floor to floor, this should be the focal point of any layout. Material storage should be located adjacent to the elevator and the last process performed on the particular floor should be located as close as possible to the elevator.

In other words, if there is but one elevator the flow of work will follow a circular path starting and ending at the focal point—the elevator. If the manufacturer is so fortunate as to have two elevators, one at each end of the building, the flow of work would start at one end and follow a straight-line path to the other.

With this principle in mind, the intervening operations should be

Convert into CASH!

those odd-lots of leather, or excess materials, unused machines or equipment you no longer need.

- Convert these unused things into cash, save storage space and increase efficiency.
- This can easily be done by using the Want Ads of LEATHER AND SHOES . . . at very small cost. (\$2.50 per inch)
- That's one good way—and one way is all you need—to make your offerings to thousands of shoe and leather executives and purchasing agents—who may need most what you have to sell.

Mail Your "Want Ad" to the publication offices of:

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MANASSE-BLOCK TANNING COMPANY

BERKELEY BERKLETAN CALIFORNIA



GENUINE KANGAROO SUEDE KID

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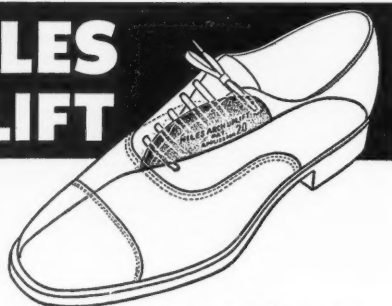
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KID LININGS**

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The New NILES ARCH UPLIFT

**Gives a Lift
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- Adds to the Shoe wearer's comfort
- Retains the shape of the shoe
- Will prevent fallen arches
- Eliminates cutting special orthopedic insole patterns.



The new Niles Arch Uplift is the greatest advancement ever made in arch supports.

It's the sales feature you've needed for sales plus in your lines.

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FOR EVERY PURPOSE

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MEN'S AND WOMEN'S
IN THE POPULAR PRICED RANGE

PEABODY, MASS., U. S. A.

carefully studied with reference to the process flow chart so that work benches and machines can be so rearranged to eliminate all back-tracking and cross flow.

One of the commonest faults observed in many shoe factories is the placing of machines — particularly clicking machines and all machines used in lasting—against the wall in order to give the operator the maximum benefit of natural sunlight. Today, with fluorescent lighting this is entirely unnecessary. All work should be delivered on one side of the machine and taken away on the opposite side to eliminate wasted motions.

One of the better ways to study revision of plant layout is to have large scale drawings made of each floor or, better yet, a rough wooden model of the entire building in order to visualize depth as well as area. Measure all machines and equipment and have templates cut out to scale. In this manner, tentative layouts can be made and revised at will before the final decision is made as to the one best.

When this has been accomplished to everyone's satisfaction, a new process flow chart should be drawn up to cover the new layout. In this manner, the economic feasibility of the revision can be readily seen in advance and also, any errors in the proposed new layout will show up before the actual move is made.

Money And Time Saved

If this phase of work simplification is carefully executed and properly worked out, two of the three worst faults of the average company will be minimized — cross flow and back-tracking. The total distance traveled should have been lowered by at least 50%.

The third and by no means the least important phase of reducing handling cost is the study of the number of handlings required in the process of making a pair of shoes.

Each handling as shown in the process flow chart should be carefully analyzed and studied to see:

1. Can this handling be eliminated? Is it absolutely necessary?

2. If not, how can the handling be accomplished in a better manner? Can it be combined with other handlings required?

While the methods as presented in this article will not be a cure-all for factory costs, yet they should cause a great reduction in confusion and handling and handling costs money.

— END —

News Quicks

About people and happenings coast to coast

Massachusetts

• **Leslie Shoe Co.** has been incorporated to manufacture shoes at 28 Duncan St., Haverhill. Hyman S. Kesslen is president and Harry Kesslen is treasurer.

• Adjudication in bankruptcy has been entered for **Jalmo Shoe Corp.**, manufacturer of shoes at 244 Broad St., Lynn. The case has been referred to referee Wilfred H. Smart.

• **Avon Sole Co.**, Brockton, has been awarded certificates of merit for conspicuous achievement in accident prevention. Accidents at the firm's plant were reduced by 63 percent during the period June 1, 1949 to June 1, 1950.

• **Dan Lewis, Inc.**, Haverhill manufacturer of platform materials, innersoles and counters, has been appointed sales representative to handle the fitted insole strips line of **Kenworthy Bros. Co.**, Westboro. Lewis will represent the firm in all states except California where Stevens Leather Co. of Los Angeles has been named representative. Kenworthy has been manufacturing fitted insole strips for one firm for the past decade but they are now going direct to the trade, according to H. J. Kenworthy.

• **T. W. Smith** manager of the Boston office of Surpass Leather Co., is retiring Aug. 31 after 40 years with the company. At the same time, **Richard A. White**, salesman in the Boston office and associated with the company for 43 years, is also retiring. **Rose A. Jacobs**, secretary in the Boston office since 1911, also retired Aug. 31.

Pennsylvania

• **Dellinger Sales Co.** of Reading is no longer representing J. Lichtman & Sons of Newark and Danbury Rubber Co. in Pennsylvania, Indiana and Virginia.

Ohio

• **Clyde F. Saddlemire** has been appointed district manager of the Cincinnati office of United Shoe Machinery Corp. He succeeds the late Harry A. Gruntler who died July 14. Saddlemire joined USMC in 1924 and came to the Cincinnati office in 1946 where he was named assistant district manager. **Edmund J. Langlois, Jr.**, has been named assistant district man-

ager in Cincinnati. A native of Haverhill, he is a veteran of 26 years' service with United Shoe.

• **Alfred Segal** has joined United States Shoe Corp. in an executive capacity and will be associated with the Red Cross shoe style department. Widely known in the shoe industry, Segal was formerly in charge of styling and shoemaking for the women's shoe department of Florsheim Shoe Co., and was stylist and sales manager of Milius Shoe Co.

• **W. W. Stephenson**, executive vice president of the National Shoe Manufacturers Association, recently told delegates to a NSMA regional meeting that there is no likelihood that the current war situation will affect the supplies of shoe manufacturers. He added that the industry

DON'T MISS THESE

Sept. 9 *L* and *S* Features

1. Research Making Better Shoe Leathers, by Dr. Fred O'Flaherty, Director, Tanners Council Laboratory. There's promise of several fresh selling features in leather footwear.

2. Shoe Fit — Perennial Problem Child—Shoe fit is an old, costly problem. But it needn't be.

3. Making Glue From Hide Stock—The Mueller Process opens the way for profitable processing of tanners' by-products.

4. New Developments—News about Conserving Latex, Chrome Tanning Baths, Improved Wrapper Lasting, New Filler Combination, Cementing Machine, Reinforced Shank, and Automatic Bottom Filling.

5. Technical Tips For Shoe Foremen—Three helpful suggestions: Is it Goodyear or Slip-Lasted? Removing Insole Tacks; and Stainless Steel Roll for Bottom Filling.

could handle present civilian and military needs. The group consisted of 40 manufacturers from Ohio and Indiana.

Illinois

• **William Hubbard** of Knipe Bros., Inc., Chicago, has been named secretary-treasurer of the Shoe Travelers' Association of Chicago to complete the unexpired term of Eugene Bailey of Adams Bros. Bailey who has held the position for the past 11 years has resigned. The Association will hold four instead of five shoe shows in 1951 with dates set for Feb. 4-7; May 13-16; Sept. 9-12 and Nov. 18-21.

Missouri

• **Western Supplies Co.**, St. Louis manufacturer of shoe machinery and cutting dies, is building an addition containing 4800 sq. ft. of floor space to its present plant. Expansion is being made to accommodate new machine tools.

• **Rawlings Manufacturing Co.**, St. Louis producers of leather athletic equipment, has begun construction on a five-story addition to its main plant. The expansion, including additional machinery to be installed in the new building, will represent an investment of some \$250,000. The company also operates a plant at Licking.

Wisconsin

• **Gockler Shoe Co.** has been organized to manufacture infants' shoes at Cedarburg. Rupert Gockler is principal of the new firm which has 50,000 shares of common stock at \$1.00 per share.

Virginia

• **The Betty-Rand Corp.**, with maximum authorized capital stock, has been formed to manufacture shoes at Staunton. William D. Bradshaw is president.

New York

• **Bendix Backing Corp.**, of Long Island City, has announced a change in name to Plever Backing Corp., effective Aug. 28. The firm, which manufactures backing for leathers and fabrics, reports the change was necessitated by the fact that Bendix Aviation Corp. claimed use of the title "Bendix" conflicted with its prior rights to the name. Personnel and other affairs of Plever Backing Corp., will remain unchanged, according to Morton Wasserman, vice president.

• **Philip Lorman**, shoe stylist, has re-entered business under his own name at 7 West 22nd St., New York City. He is again specializing in the manufacture of shoe ornamentations

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EXTRA FILL...
HI-GLO...
EASE OF
APPLICATION...
HIGH STANDARD
OF RESULTS...

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EDGE INKS by HADLEY'S

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SHOES
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upon request. Merely
specify type of sole and
application (brush or ma-
chine) and whether one or
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IN TENNESSEE
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Harry D. Ward



**LYNN
INNERSOLES
PLATFORMS
WEDGIES**

LYNN INNERSOLE CO., ALLSTON, MASS.

and is styling new ideas in bows and nailheads.

• **Louis J. Klaurer** has been named superintendent of the Moench Tanning Division of Brown Shoe Co., plants in Gowanda. Klaurer has been associated with Moench for many years. In 1936, he became a chemist there, later was promoted to general foreman, then superintendent of the upper leather division, and now general superintendent.

• **Irving Ostroll** has been appointed stylist for Faleck and Lamkay, New York manufacturers of high grade women's shoes.

• **Anthony Serino** has resigned as superintendent of Leisure Shoe Corp., South River, N. J. Leisure is operated by Cosmos Footwear of Brooklyn.

• **Irving Glass**, shoe executive, has joined Rex Shoe Corp., of Exeter, Pa., part of Desco Corp., of New York City.

• **Robert Sanders**, New York representative for United Stay Co., and Bay State Fabrics, Inc., has moved his offices to 69 Gold St., New York City.

• **Amsterdam Leather Co.** has moved its New York City sales office to 4044 Frelinghuysen Ave., Newark, N. J. The firm is tanning skivers for the shoe, bag and belt trade.

• **City College of New York** is offering a course "Leather and Shoes" which is designed to analyze leather from raw material to finished product. The Tanners' Council will provide several guest speakers.

• **United States Rubber Co.**, New York, announces the following promotions in the footwear and general products division: **Eugene W. O'Reilly**, formerly district manager of the Minneapolis branch, becomes district manager of footwear, clothing at Koylon foam sales at the New York branch. He succeeds Fred M. Bock, Jr., and is himself succeeded by Thomas L. Mesenbourg. **George L. Buete**, formerly Philadelphia district manager, is now Baltimore district manager. Howard Liversey replaces him in Philadelphia. **Chester L. Baker**, formerly in San Francisco, is now Kansas City manager.

• **Creditors of Airlift Allfoam Accessories, Inc.**, New York City manufacturer of house slippers, have insisted upon 50 percent cash settlement in the firm's bankruptcy matter after rejecting an offer of 40 percent in cash and 10 percent in notes.

WINSLOW



KIDDIE CHROME FULL CHROME TANNED LAMBSKINS

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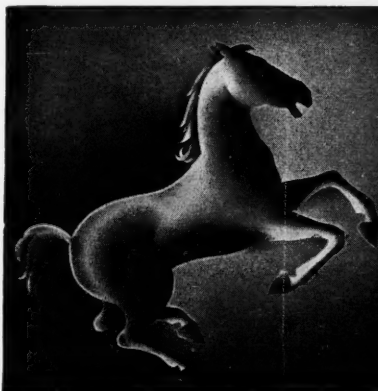
For dress wear our Normil is considered outstanding. A smooth, sleek leather of full chrome tannage, it has a calf-like finish and rich appearance. Made in both black and colors.

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Many manufacturers who carefully guard their built-up prestige insure the superior quality of their products by using THIELE LEATHERS, because they have entire confidence in Thiele's set policy of uniformly-high standard quality through every phase of Tanning.

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THIELE TANNING COMPANY

• **Anglo-American Hides Co., Inc.**, New York City exporter-importer of hides and skin, leather and chemicals, has been named exclusive U. S. representative of Norte Exportacao Limitada, Fortaleza, Brazil. The Brazilian firm is one of the country's leading hide and skin exporters. Anglo-American will offer cattlehides, peccaries, deerskins, reptiles, cabrettas and goatskins.

• **Jaymar Footwear Inc.**, has been incorporated under New York State laws to manufacture shoes at 661 Broadway, Brooklyn.

• **Cele Footwear, Inc.**, was recently incorporated under New York State laws to manufacture shoes at 138 W. 17th St., New York City. Officers are D. Fox, president; and S. Cohen, secretary-treasurer.

• **Argyle Shoe Co.** has been formed to manufacture shoes at 172 Bleecker St., New York City. Harry J. Cohen is principal.

• **Mike Markson** and his son Yale have joined Louis Goodman Company at 729 Metropolitan Ave., Brooklyn. The elder Markson is in charge of the firm's shoe machinery division.

• **Del-Marc Trading Corp.** has

been opened at 70 Frankfort St., New York City, to handle shoe supplies including soling materials, rubber, slabs and moulded soles and heels.

• **Aetna Leather Co.** has moved to new quarters at 347 Fifth Ave., New York City. Eddie Breitbart is in charge of the office.

• **Joseph Fischer & Company**, 55 Liberty St., New York City, has been appointed New York representative of S. A. Harroon of Karachi, India, exporters of goatskins and sheepskins.

• Trustee has been appointed under petition for reorganization of **J. G. Menihan Corp.**, Rochester manufacturer of women's shoes. Liabilities are reported at \$199,649 with fixed assets at \$44,681 and inventory valued at \$33,000.

• Creditors of **Everlite Footwear Corp.**, Brooklyn footwear manufacturer, have rejected a 15 percent settlement offer, it is reported. Liabilities are listed at \$11,700 owing to general creditors, \$2,000 taxes and \$4,200 due on chattel mortgage. Assets are approximately \$2,700.

• **American Dyewood Co.**, subsidiary of United Dyewood Corp., New York City, has announced it

will resume operations at its Chester plant in the production of dyes from dyewood extracts received from the company's West Indies Chemical Works. Manufacturing operations were discontinued last April.

New Jersey

• **W. J. Kramer** has been named vice president in charge of sales at The Lotte Chemical Co., Inc., with offices and plant at Paterson.

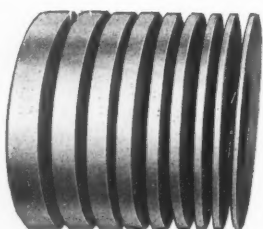
• **Georgia Leather Co.**, 30 Wilsey St., Newark, dealing in cowhides and splits, is reported to have filed chattel mortgage for \$110,000 on trucks and other equipment in favor of the Reconstruction Finance Corp.

California

• **Bert Lester** of Lester & Co. has been elected to the board of directors of Joyce, Inc., Pasadena. He succeeds the late T. Alan Box.

Rhode Island

• **Royal Vanities, Inc.**, has been incorporated to manufacture finished leather-covered products at Smithfield. Principals are Hector D. Laudati, Phyllis Simeone and Ralph Papiroto.



ALLWEATHER . . . A Great Name

A name created by common usage in the trade to define adhesive tapes. ALLWEATHER is the right tape for *all* taping machines.

Shoe materials are not all alike. That is why we stock so many different ALLWEATHER adhesive tapes. You will find one to do the job you want done properly.

For Tape and Taping Machines, call us

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LYNN MASS. U.S.A. CO.

Whitman, Mass.	Columbus, Ohio	Chicago, Ill.	Kitchener, Ont.	Toms River, N. J.
Johnson City, N. Y.	Cincinnati, Ohio	Milwaukee, Wis.	St. Louis, Mo.	Los Angeles, Cal.

NEW DEVELOPMENTS

(Concluded from Page 13)

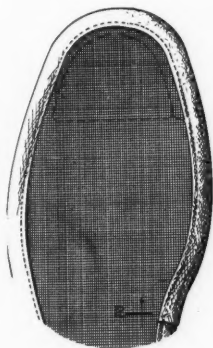
include adhesive applications, coatings, waterproofing applications, and as a binder.

Though no actual prices have been quoted, it is reported that prices range about 30 percent below prices of natural rubber latex.

Source: Rubba, Inc., 1015 East 173rd St., New York City.

PERSPIRATION-PROOF INSOLE

The insole illustrated offers the use of a monofilament plastic thread of the material known as Saran. This single thickness of thread assures maintenance of the original absorption powers through avoidance of matting and packing, the danger with threads of several plies.



Another feature is the gradation of mesh material in the different layers, the top layers being much closer in mesh than the lower layers, thus permitting the dirt to exit through the bottom layers, and also preventing stones and other objects from entering to the foot. The variation in mesh distances also acts to promote freer circulation of air.

The edges of the layers may be bound in one of two ways: one by fusing the edges through electronic heat, the other by attaching a suitable binding. The layers are held in position by a row of stitching near the toe. Various mesh openings, square and oval, may be used with favorable results.

Source: Pat. No. 2,495,045; R. L. Woodbury and Earl P. Hanson, Long Island City, N. Y.

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Central control of pay and production is easy and sure with the Mather *Numbered Coupon Method*. It's proved . . . it's perfect for piece-work plants. It's the *one* way to keep track of jobs in your shop and eliminate pay disputes. Put in Mather Coupon Control and get a complete system for cost of printed supplies. We make tickets, coupons, tags and factory forms having serial numbers for control, identification and protection.

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TO

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WE MANUFACTURE

INTERNAL SURFACES

(Concluded from Page 11)

of low and high density. The light bands occupy a length of the fibril of 200 Angstrom units, while the dark bands occupy a length of 440 Angstrom units. The fibrils by treatment with acetic acid separate into smaller units and are referred to as filaments.

By means of X-ray diffraction patterns it is possible to study the internal structure of the fibril and to obtain an idea about the finer arrangement of the collagen molecules. From such patterns it is indicated that the dark bands of the fibril as seen by use of the electron microscope are crystalline in character, while the light bands are amorphous in character where a definite crystal order of the molecules is lacking.

While collagen forms the fibrous pattern of skin or hide, when it is tanned to form leather, we also have tannin associated with the intimate fiber structure. So in considering the leather surface areas we must also remember that the tanning materials have a influence in determining the amount of surface area present.

Surface Areas

Measurements of the internal surface areas present in skin, hide or leather, i.e., the combined area of the surfaces of all the fibrils, give an estimation of the area present but are not absolute values. In measuring the internal surface area of hide by nitrogen absorption measurements it has been found that untanned hide had a greater internal surface than formaldehyde tanned leather. However, it has been pointed out that the values obtained are not absolute but do serve for the purpose of comparison.

In making measurements of the air porosity of dry leather and calculating its internal surface, it was found to be about 0.1 acre for one pound of leather. By way of obtaining an estimation of the area of fiber surface as seen in Figure 1, we can use a microscopic measuring method and by this method it has been estimated that there is also about 0.1 acre (4356 square feet) of internal surface in one square foot of leather (12 iron thickness and weighing about one pound).

On the other hand, another investigator by measurement of the water vapor permeability of leather showed that it had an internal surface of about 30 acres for one pound of

leather. In measuring air porosity, the air is probably only forced between the fibers and only contacts the outside of the fibers, while when measuring the water vapor permeability the water produces separation of the finer fiber elements and thereby the leather has a much larger internal surface for reaction.

The almost unlimited internal surface area of leather is a very important property of leather. Unlike rubber, leather has good porosity and the internal surfaces provide areas for the collection of water vapor. The fine spaces between the internal surfaces of leather fibrils permit water vapors to pass through the leather and also to be absorbed by the water absorbing materials of the leather.

We must always think of leather as a three-dimensional interwoven fibrous structure which is made up of collagen molecules and molecules of tanning materials. Chemically these molecules contain certain groups which have an affinity for water. Perspiration in the form of a vapor or liquid passes from one of these groups to the next, the movement being in the direction of the greater to the lesser vapor pressure (moisture).

All of the water absorbing materials in leather act like a wick and free moisture passes as water through the leather. This wicking action may be a bit inconvenient for certain use purposes. However, if we consider the ill effects which impervious materials have caused in the past (the irritation which impervious plastic wristwatch bands have caused), we can better appreciate the value of not confining our feet in shoes made of impervious materials which have no internal surfaces for wicking action such as that found in leather.

Processing Influence

When we examine freshly flayed hide in cross-section by microscopic means it is seen that the hide is composed of three distinct parts, namely the epidermal area, the corium and the adipose. The adipose (flesh) is removed during beamhouse process as well as the hair and the epidermis of the epidermal area. The corium which contains the fiber bundles at various angles of weave for the various areas of the hide such as the bend, the shoulder, and the belly, also contain fibroblast cells which are altered during beamhouse process. The hide also contains globular proteins which are partially removed

or degraded by beamhouse process.

The net effect of the beamhouse process, besides removing unwanted materials from the hide, also includes an action on the fiber bundles of both the epidermal area and those of the corium which is a separation into fibers. The amount of splitting or separation of the fiber bundles into smaller units plays a role in the final characteristics of the leather.

Tanning does not bring about much further separation of the fiber bundles over that accomplished in the beamhouse. However, the tanning materials can fill some of the interspaces between the fibers and make it less permeable than it would be after beamhouse operations. Oiling the leather and finishing operations also tend to make it less permeable and also more water repellent but leather still has the desirable features of air porosity and water absorptive ability that makes it such a unique product.

Summary

Leather has internal as well as external surfaces. The large internal surfaces are the total of the area surfaces of the fibrils of the leather. This is a unique property of leather and accounts for its ideal suitability for use in shoes. The tannery processes increase the internal surfaces of skins and hides by separating the fibrils and as leather they retain this property.

The chemical nature of the fibrils as well as the magnitude of their combined area gives leather the property of transpiration. Transpiration includes the absorption of excess perspiration and its movement along the internal surfaces with a final evaporation from the external surface.

The internal surfaces of leather has been determined by several methods and it is interesting to note that in one pound of sole leather (about 1 square foot) there is a combined internal surface area equal to about 0.1 acre or about 4500 square feet. The internal surfaces, together with the other characteristic properties of leather, contribute to the comfort and protection of the person wearing leather shoes.

CLASSIFIED ADVERTISING

Wanted and For Sale

Agents Wanted

AGENTS WANTED for a line of leather and composition counters, children's and slipper leather outsoles, uplifts, leather wedges, and toplifts of all descriptions. For upstate New York, Metropolitan New York, Pennsylvania, Oregon, and Washington. Straight commission basis. Give experience and references. Address G-26, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Blue Splits

WE CAN OFFER monthly production (50-100,000 ft.) in L weight trimmed blue chrome bend splits also trimmed shoulders in blue. All taken from packer and choice small packer hides. Address J-1, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

Active Partner Wanted

BY NEW YORK brokerage firm, experienced in hides, skins, hairs, wools. State present activity and financial means.

Address J-2,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Wanted

SHERIDAN 9 AH Hydraulic Resistance Head Press Plate size 54" x 26". Must be in first class mechanical condition.

Address J-3,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Shoe Technologist

Familiar with footwear and lasts. Minimum educational requirements are a college or university degree in Engineering. We will appreciate information concerning anyone who can meet the above qualifications. Communications should be sent to: R. A. Walker, Head Footwear Research Unit, Research & Development Branch, Military Planning Division Dept. of the Army, Office of the Quartermaster Gen., Washington 25, D. C.

Leather Factory

DUE TO DEATH in the family, the owner seeks to sell leather factory or wishes to sell half interest to an active partner. Location in New York City area.

Address H-5
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Brazilian Leathers

Ask

Schlossinger & Cia. Ltda.

Caixa Postal 917

Sao Paulo, Brazil

Rates

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situations Wanted" column, where space costs \$2.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Tuesday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.
300 W. Adams St. Chicago 6

Buckle Line Wanted

I am looking for a first class Belting Buckle line for sale on a commission basis. U. S. References—

E. FUEYO ALLER
BOX 2977, Havana, Cuba

Help Wanted

Chemist

Chemist, water finish, lacquer, lacquer emulsion experience. Now employed. College graduate. Seeking development plus sales. Address Box H-17, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Supt. Counter Factory

WANTED: Supt. Counter Factory. Man who understands how to make sole leather and fibre counters. Must be a good trainer of help and understand how to set up counter machinery. Give age, experience, and references. Address G-25, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Situations Wanted

Chemist and Tanner

Leather Chemist and Tanner desires position as Superintendent or Assistant Superintendent. Nine years experience in Chrome, Retan, and Bark Side Upper Leather and Calif. Suedes, Embossed Leathers, Reptile, Pig and Buffalo. Address H-12, c/o Leather and Shoes 300 W. Adams, Chicago 6, Ill.

WANTED

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Bichromates—Oils—Waxes
Greases—Residues
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170 Summer Street
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Coming Events

Sept. 1-30, 1950—Child Foot Health Month.

Sept. 5-7, 1950—Shoe Travelers Assn. of Chicago Showing. Morrison Hotel, Chicago.

Sept. 5-7, 1950—Allied Shoe Products & Style Exhibit for Spring. Hotel Belmont-Plaza, New York City.

Sept. 6-7, 1950—Official opening of American Leathers for Spring, sponsored by Tanners' Council of America, Inc., Waldorf-Astoria Hotel, N. Y.

Sept. 10-12, 1950—Michigan Shoe Travelers Club Show. Hotel Statler, Detroit.

Oct. 15-19, 1950—Advance Spring Shoe Showing, sponsored by New England Shoe and Leather Assn., Hotels Statler and Touraine, Boston.

Oct. 15-18, 1950—First joint convention for tanners, shoe manufacturers and retailers. Sponsored by Canadian Shoe Council. Quebec City, Canada.

Oct. 25, 1950—Annual Fall Convention. National Hide Assn. Edgewater Beach Hotel, Chicago.

Oct. 26-27, 1950—Annual Fall Meeting, Tanners' Council of America. Edgewater Beach Hotel, Chicago.

Oct. 29-Nov. 2, 1950—National Shoe Fair, sponsored by National Shoe Manufacturers Assn. and National Shoe Retailers Assn., Palmer House and other hotels, Chicago.

Nov. 4-8, 1950—Spring Shoe Show, sponsored by Southeastern Shoe Travelers Assn., Atlanta Biltmore Hotel, Atlanta, Ga.

Nov. 4-8, 1950—Spring Shoe Show, Pennsylvania Shoe Travelers Assn., Hotel William Penn, Philadelphia.

Nov. 5-7, 1950—Spring Shoe Show, Central States Shoe Travelers, Muehlebach and Phillips Hotels, Kansas City, Mo.

Nov. 5-7, 1950—Michigan Shoe Travelers Club Show, Hotel Statler, Detroit.

Nov. 12-14, 1950—Spring Shoe Show, Indiana Shoe Travelers Assn., Inc., Claypool Hotel, Indianapolis, Ind.

Nov. 12-15, 1950—Spring Shoe Show, sponsored by Southwestern Shoe Travelers Association, Adolphus, Baker and Southland Hotels, Dallas, Tex.

Nov. 26-30, 1950—Popular Price Shoe Show of America, sponsored by New England Shoe and Leather Assn. and National Assn. of Shoe Chain Stores. Hotels New Yorker and McAlpin, New York City.

Dec. 4-6, 1950—Factory Management Conference, sponsored by National Shoe Manufacturers Assn. Hotel New Yorker, New York City.

Jan. 13-17, 1951—37th annual MASRA Convention and Mid-Atlantic Shoe Show. Sponsored jointly by Middle Atlantic Shoe Travelers Assn. and Middle Atlantic Retailers Assn. The Benjamin Franklin, Philadelphia.

Deaths

Morris Krischer

... retired *wholesale shoe dealer*, died Aug. 19 while visiting his daughter, Mrs. David Litan, in McPherson, Kan. A resident of Philadelphia, Krischer was founder of Krischer, Rogers and Fascher, shoe wholesaling firm. He was also an organizer of the First Federal Savings and Loan Association and active in communal affairs. Survivors include his wife, Regina; another daughter, Mrs. Herbert J. Waxman; a brother, Robert B., and a sister, Mrs. Pearl Schwartz.

Joseph M. Rubin

... 81, *glove manufacturer*, founder and president of J. M. Rubin and Sons, New York City and Gloversville men's and women's glove manufacturer, died Aug. 21 in Doctors Hospital, New York City, after a long illness. Born in Latvia, Rubin founded the glove firm in 1904, shortly after his arrival in the U. S. He was active in civic affairs. Surviving are his wife, Bessie; five sons, Louis, Harry, Max, David and Al; and a brother, Charles W.

Oscar F. Wright

... 71, *shoe supplies manufacturers' agent*, died Aug. 12 at the home of his daughter, Mrs. William F. Blanke, in St. Louis. Wright was president of the Wright-Guhman Co. in St. Louis and was recognized as a pioneer in the shoe industry, having spent 40 years as manufacturers' representative in the St. Louis area.

A. F. Marois

... 58, *shoe manufacturer*, died recently at his home in Quebec City, Canada. He was head of Marois Shoe Manufacturing Co., founded by his father, and of Dainty Shoes, Inc. In addition, he was former chairman of the National Employment Committee, president of the Canadian Manufacturers Association, and of the Federation of Quebec Chambers of Commerce.

Advertisers Index

Ajax Machine Co.	37
Amalgamated Leather Cos., Inc.	38
American Extract Co.	33
Armour Leather Co.	22
Armstrong Cork Co.	5
Barbour Welting Co.	25
Boston Machine Works Co.	34
Campello Shank Co.	35
Carr Leather Co.	23
Chemical Service Corp.	37
Commercial Controls Corp.	35
Compo Shoe Mch. Corp.	21
Crompton-Richmond Co., Inc.	19
Dewey & Almy Chemical Co.	Front Cover
Drew, E. F., & Co., Inc.	10
Eagle-Ottawa Leather Co.	21
Gebhardt, A. L., Co.	23
Geilich Leather Co.	25
Greenebaum, J., Tanning Co.	33
Hadley Bros.-Uhl Co.	32
Howes Leather Co.	8
Independent Die & Supply Co.	20
Itzkowitz, H., & Sons, Inc.	26
Korn Leather Co.	30
Lincoln, L. H., & Son, Inc.	27
Lynn Innersole Co.	32 and Back Cover
Manasse-Block Tanning Co.	29
McAdoo & Allen Welting Co.	26
Ohio Leather Co.	24
Pitts, R. S., Mfg. Co.	18
Ross, A. H., & Sons Co.	22
Rotary Machine Co., Inc.	25
Safety Box Toe Co.	14
Schlossinger & Cia, Ltda.	37
Seton Leather Co.	26
Slattery Bros. Tanning Co.	20
Standard Embossing Plate Mfg. Co.	20
Stern Can Co., Inc.	27
Surpass Leather Co.	30
Thiele Tanning Co.	33
United Shoe Machinery Corp.	2, 3 and 7
United States Leather Co.	39
Van Horne-Kaestner Lea. Co.	30
Windram Mfg. Co.	24
Winslow Bros. & Smith Co.	33
Wisconsin Leather Co.	18



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The mark of foot comfort — BASS WEEJUNS of true Indian moccasin construction. Their soft, supple leather cradles your feet in luxurious ease. Smartly styled, with full leather soles and heels, famous Bass Weejuns are America's original indoor-outdoor leisure footwear.

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Leather soles sell shoes — and the healthful qualities of leather assure consumer satisfaction.

Throughout the years "U.S. Leather" has been the standard of comparison for the sole leather industry.

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Manufacturers and Distributors of the largest diversified line of Innersoling in America. Our famous "Lynflex" line for better grade shoes is the ultimate in Saturated Innersoling, featuring Flexibility and Comfort.

Our "Lynco" line is equally desired where medium and low priced shoes are produced.

Our combinations of Innersoles and Platforms are processed in whatever type construction required to meet the style trend. Easy to work.. Let us solve your problems in this field.

"Wedgies," of compressed fibre, our newest item, is comparable in quality and design to our other famous, long sought products.

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CANADIAN PLANT: Lynn Innersole of Canada, Ltd., Chambly Basin, P. Q.



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